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# 1987

## Census of Wholesale Trade

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WC87-A-27

GEOGRAPHIC AREA SERIES

# Montana

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# ACKNOWLEDGMENTS

Many persons participated in the various activities of the 1987 Census of Wholesale Trade.

The overall planning and review of the census operations were performed by the staff of the Office of the Assistant Director for Economic and Agriculture Censuses.

This report was prepared in the Business Division. **Bobby E. Russell**, Assistant Division Chief for Census Programs, was responsible for the overall planning, management, and coordination of the census of wholesale trade. Planning and implementation were under the direction of **John R. Trimble**, Chief, Wholesale Census Branch, with primary staff assistance by **Dennis L. Shoemaker**, **John L. Vignali**, **Steven L. Barron**, **Jack R. Drago**, and **Benjamin T. Stephens**.

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If you have any questions concerning the statistics in this report, call (301) 763-5281.

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# 1987

## Census of Wholesale Trade

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# Montana

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Issued April 1989



**U.S. Department of Commerce**  
**Robert A. Mosbacher, Secretary**  
**Robert Ortner, Under Secretary**  
**for Economic Affairs**

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# INTRODUCTION

## PURPOSE AND USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy. They provide essential information for government, business, industry, and the general public.

*Economic censuses furnish an important part of the framework for such composite measures as the gross national product, input-output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.*

*Policy-making agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.*

*State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.*

*Trade associations study trends in their own and competing industries, and keep their members informed of market changes.*

*Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.*

## AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic censuses every 5 years, covering years ending in 2 and 7. The 1987 Economic Censuses consist of the—

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Transportation
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

## WHOLESALE TRADE—GEOGRAPHIC AREA SERIES

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1987 Census of Agriculture and 1987 Census of Governments are conducted separately.) The next economic censuses are scheduled to be taken in 1993 covering the year 1992.

## AVAILABILITY OF THE DATA

The results of each of the economic censuses are available in printed reports, for sale by the U.S. Government Printing Office, and on microfiche, computer tape, compact discs with read-only memory, and flexible diskettes, for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Census Bureau, Washington, DC 20233. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State Data Centers in every State and Business and Industry Data Centers in many States also supply economic census statistics.

## WHAT'S NEW IN 1987

Several changes have taken place for the 1987 censuses. Data will be reported on the basis of the newly revised Standard Industrial Classification (SIC) system with selected reports including "bridge tables," linking the old and new classification systems. A new set of metropolitan areas has been adopted, and more detailed information will be available for businesses with no paid employees. For additional information on these changes, review the subsequent text.

## HISTORICAL INFORMATION

The economic censuses have been taken together as an integrated program at 5-year intervals since 1967, and before that for 1963, 1958, and 1954. Prior to that time, the individual censuses were taken separately at varying intervals.

The economic censuses trace their beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial



activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 manufactures census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade, and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 economic censuses were the first to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. These were the first censuses to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records have also been used to provide basic statistics as well for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic censuses, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The Census of Construction Industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The Census of Transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks. New for 1987 are publications reporting on business establishments engaged in several transportation industries, paralleling the data on establishments in other sectors. This is part of a gradual expansion in coverage of industries previously subjected to government regulation. The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic censuses in 1972 along with the Survey of Women-Owned Businesses.

Economic censuses have also been taken in Puerto Rico since 1909, in the Virgin Islands and Guam since 1958, and in the Northern Mariana Islands since 1982.

Statistical reports from the 1982 and earlier censuses provide historical figures for the study of long-term time series, and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

## AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the censuses provide complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, the results of which appear in publication series such as *Current Business Reports* (retail and wholesale trade and service industries), the *Annual Survey of Manufactures*, *Current Industrial Reports*, and the *Quarterly Financial Report*. Most of these surveys, while providing more frequent

observations, yield less kind-of-business and geographic detail than the censuses. The *County Business Patterns* program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

## SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1987 Economic Censuses and Related Statistics*. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1987 Economic Censuses*. Contact Customer Services for information on availability.

## CENSUS OF WHOLESALE TRADE

The 1987 Census of Wholesale Trade, part of the 1987 Economic Censuses, covered wholesale trade as defined in the Standard Industrial Classification (SIC) Manual.<sup>1</sup> It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional users; or to other wholesalers. Companies selling products to which they have title, as well as to those acting as agents or brokers in buying merchandise for or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to wholesale establishments with the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operate wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

<sup>1</sup>Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.



## CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

## GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget as of June 30, 1987. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000<sup>2</sup> and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the Office of Management and Budget as of June 30, 1987. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.<sup>2</sup> Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan statistical areas.
6. Each county or county equivalent.<sup>3 4</sup>
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.<sup>2 3</sup> For the economic censuses, census areas and boroughs in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's), which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.<sup>2</sup>

<sup>2</sup>According to 1980 Census of Population or subsequent special census.

<sup>3</sup>Those defined as of January 1, 1987.

<sup>4</sup>See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

## DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1987 data are expressed in 1987 dollars and 1982 data in 1982 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

## RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Bureau of the Census obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

## SPECIAL TABULATIONS

Special tabulations of data collected in the 1987 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape, or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, DC 20233.



To discuss a special tabulation before submitting specifications, call 301-763-5282.

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in the publication:

- Represents zero.
- (D) Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.

- (IC) Independent city.
- (NA) Not available.
- (NC) Not comparable.
- (X) Not applicable.
- CMSA Consolidated Metropolitan Statistical Area.
- MSA Metropolitan Statistical Area.
- n.e.c. Not elsewhere classified.
- PMSA Primary Metropolitan Statistical Area.
- pt. Part.
- r Revised.
- SIC Standard Industrial Classification.

# Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table										
	1	2	3	4	5	6	7	8	9	10	11
<b>GEOGRAPHIC AREAS</b>											
The State .....	X	X	X	X						X	X
CMSA's and MSA's in the State .....								X			
PMSA's in the State .....								X			
Area of the State not in any CMSA, PMSA, or MSA .....									X		
Counties in the State .....					X		<sup>1</sup> X				X
Places in the State .....					<sup>2</sup> X	<sup>1</sup> X				<sup>2</sup> X	
<b>DATA ITEMS<sup>3</sup></b>											
Establishments .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X		
Sales .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	X	X
Annual Payroll .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X		
First quarter payroll .....	X			<sup>4</sup> X							
Paid employees for pay period including March 12, 1987 .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X		
Inventories .....	X			<sup>4</sup> X							
Operating expenses .....	X			<sup>4</sup> X							
1982 to 1987 comparative statistics (sales, payroll) .....			<sup>4</sup> X								
Sales per establishment .....		X									
Sales per employee .....		X									
Annual payroll per employee .....		X									
Annual payroll as a percent of operating expenses .....		X									
Employees per establishment .....		X									
Operating expenses as a percent of sales .....		X									
End-of-year inventories as a percent of sales .....		X									
Counties ranked by volume of sales .....											X
Places ranked by volume of sales .....										<sup>2</sup> X	

<sup>1</sup>Includes areas with 200 wholesale establishments or more.

<sup>2</sup>Includes places with 2,500 inhabitants or more, according to the 1980 Census of Population.

<sup>3</sup>See Explanation of Terms, appendix A.

<sup>4</sup>Based on 1972 Standard Industrial Classification.

<sup>5</sup>Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."

<sup>6</sup>Presented for total and merchant wholesalers only.

# Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales (\$1,000)	Payroll (\$1,000)	Number of employees	Inventories (\$1,000)	Operating expenses (\$1,000)	Commodity line sales (\$1,000)	Sales size and employment size <sup>1</sup>	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
<b>GEOGRAPHIC AREA SERIES</b>											
United States .....	X	X	X	X	X	X					
State .....	X	X	X	X	X	X					
CMSA, PMSA, MSA .....	X	X	X	X							
County .....	X	X	X	X							
Place .....	X	X	X	X							
<b>ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)</b>											
United States .....	X	X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X		X	X		
<b>MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES</b>											
United States <sup>2</sup> .....		X	X		X	X			X		<sup>3</sup> X
<b>COMMODITY LINE SALES</b>											
United States .....	X	X					X				
State <sup>4</sup> .....	X	X					X				
CMSA <sup>4</sup> .....	X	X					X				
<b>MISCELLANEOUS SUBJECTS</b>											
United States .....	X	X	X	X	X	X				X	<sup>5</sup> X
State .....										X	
County .....										X	

<sup>1</sup>Establishments and firms.

<sup>2</sup>Merchandise wholesalers only.

<sup>3</sup>Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

<sup>4</sup>Available on microfiche only.

<sup>5</sup>Class of customer, employment by principal activity, detailed type of operation, inventory detail, and commissions of agents and brokers.



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# SUMMARY OF FINDINGS

Data from the 1987 Census of Wholesale Trade show that based on definitions used in 1982 Montana's 1,792 wholesale establishments had sales totaling \$4.4 billion. In 1982, 1,942 wholesalers had sales of \$4.9 billion.

Merchant wholesalers lead the three major type of operation categories in 1987 with 1,615 establishments and sales of \$3.3 billion; followed by manufacturers' sales branches and offices, with 98 establishments and sales of \$541 million; and agents and brokers, with 79 establishments and sales of \$537 million.

Annual payroll of all wholesalers in the State amounted to \$264 million, compared to \$266 million for 1982. In 1987, merchant wholesalers accounted for \$236 million, followed by manufacturers' sales branches and offices with \$20.3 million and agents and brokers with \$8.0 million.

Paid employees engaged in wholesale trade in the State totaled 14,793 as of mid-March 1987 compared to 16,396 in 1982. Merchant wholesalers were the largest employers in 1987, with 13,273 employees; followed by manufacturers' sales branches and offices, with 790 employees; and agents and brokers, with 730 employees.

Payroll per employee averaged \$17.8 thousand for all wholesalers; \$17.7 thousand for merchant wholesalers; \$25.7 thousand for manufacturers' sales branches and offices; and \$11.0 thousand for agents and brokers.

Operating expenses as a percent of sales for all wholesalers in the State increased from 11.2 percent in 1982 to 12.2 percent in 1987. The percentage for merchant wholesalers was up from 12.9 percent to 14.4 percent for the

same period, while manufacturers' sales branches and offices were up from 6.5 percent to 7.4 percent, and agents and brokers were down from 4.4 percent to 3.1 percent.

Sales by grain and field bean wholesalers in 1987 accounted for 15.3 percent of the State's total sales by all wholesalers, compared to 16.3 percent in 1982. Other leading wholesale kinds-of-business in 1987 were petroleum bulk stations and terminals with 13.5 percent; general-line grocery wholesalers with 9.9 percent; and livestock wholesalers with 5.7 percent.

Sales per establishment for all wholesalers in 1987 averaged \$2.4 million per establishment, down from \$2.7 in 1982. General-line grocery wholesalers averaged the highest of \$19.8 million per establishment, followed by livestock wholesalers, \$8.9 million; tobacco and tobacco products wholesalers, \$5.7 million; drugs, drug proprietaries and druggist sundries wholesalers, \$5.3 million.

Sales per employee for all wholesalers in the State averaged \$296 thousand in 1987. There was a wide variance by kind of business ranging from a high of \$971 thousand for grain and field bean wholesalers to a low of \$47.6 thousand for flowers, nursery stock, and florist's supply wholesalers.

Yellowstone County led all counties in the State, accounting for 31.7 percent of total sales by wholesalers. Billings had the largest sales among all places in the State, accounting for 28.0 percent.

### Figure 1. State Map

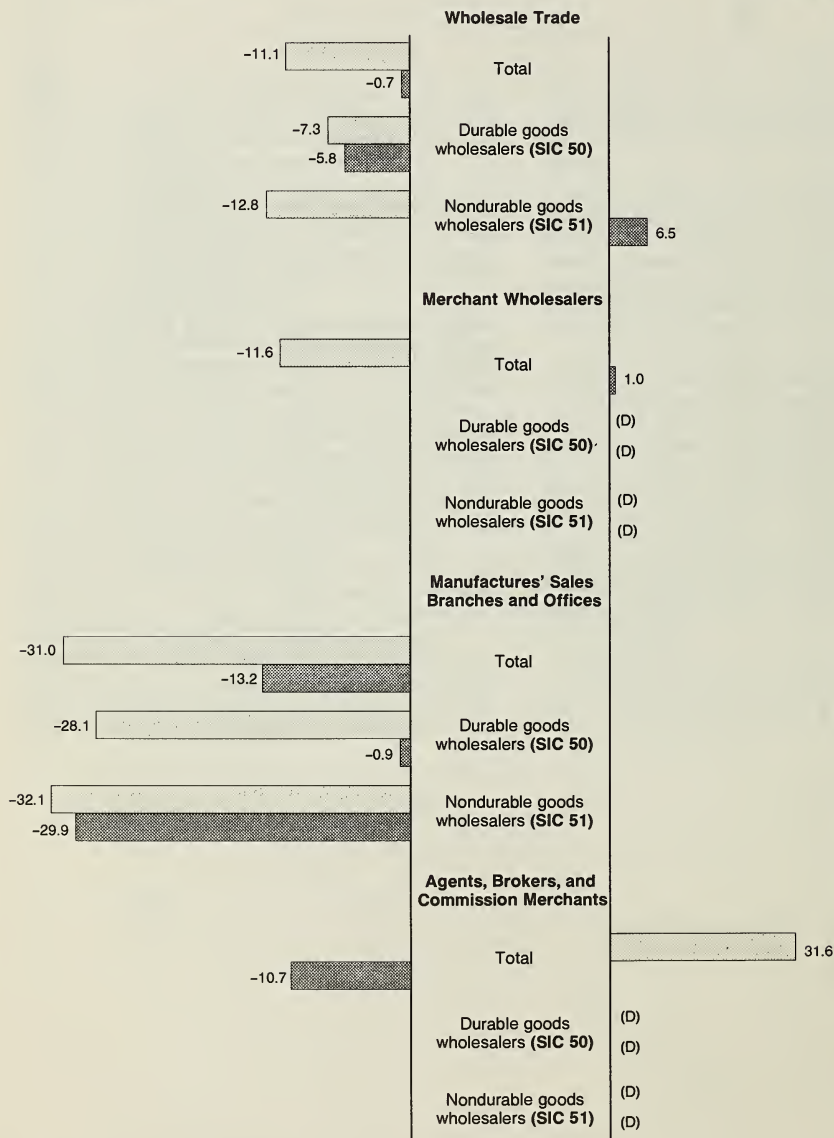




Figure 2. Percent Change in Sales and Annual Payroll: 1982 to 1987

Montana

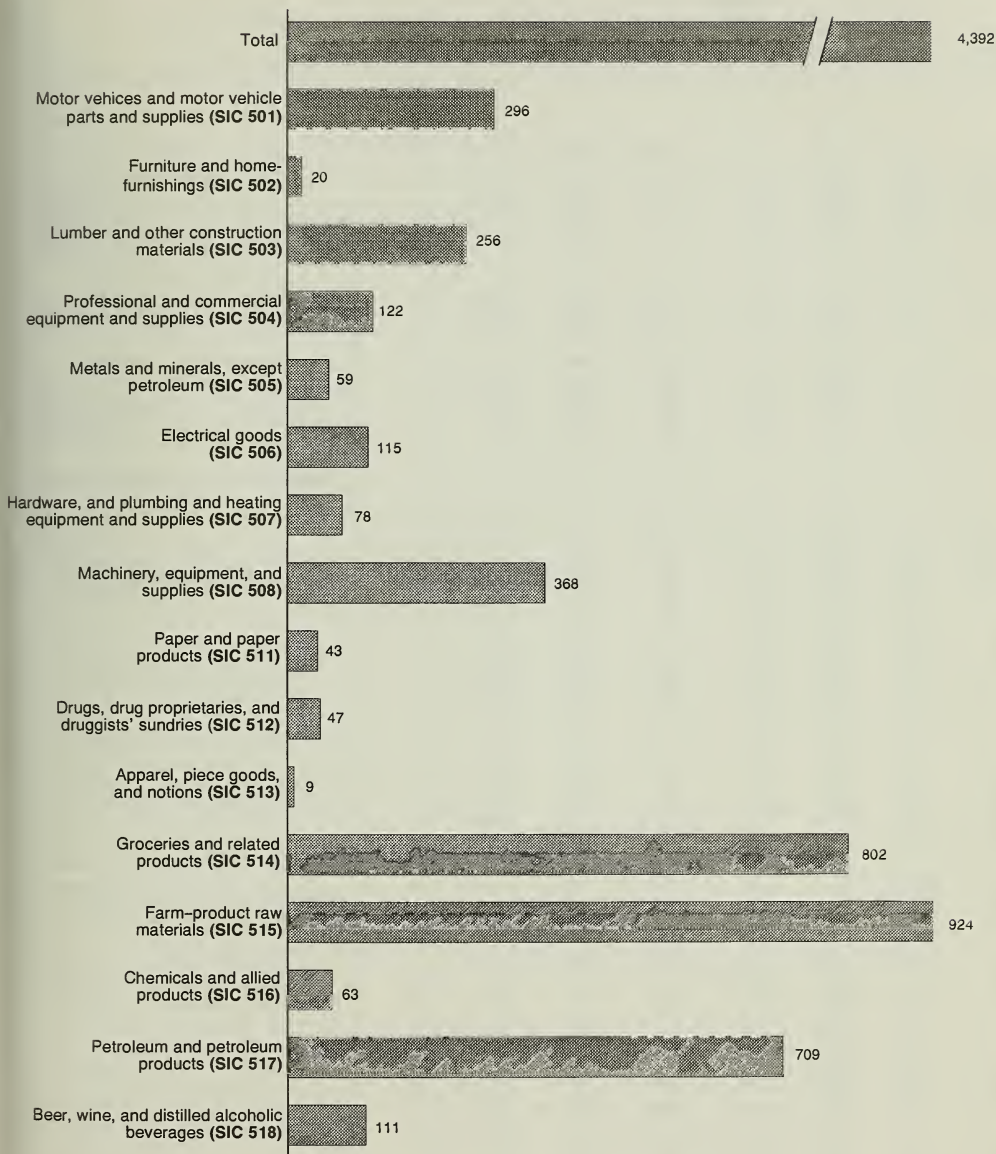
Sales   
Payroll 



Note: Data are based on 1972 Standard Industrial Classification.  
For meaning of abbreviations and symbols, see introductory text.

Figure 3. Wholesale Sales by Industry Group: 1987  
(Million dollars)

## Montana



Note: For meaning of abbreviations and symbols, see introductory text.





Table 1. Summary Statistics for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	Wholesale trade -----	1 804	4 392 084	264 178	63 102	14 824	534 040	411 983	440 583
	<b>TYPES OF OPERATION</b>								
	Merchant wholesalers -----	1 627	3 313 578	235 853	55 956	13 304	477 240	382 161	413 259
	Wholesale distributors and jobbers -----	1 457	2 706 001	220 913	52 399	12 404	436 219	325 867	339 900
	Importers -----	19	11 013	1 516	426	124	4 380	3 216	2 656
	Exporters -----	23	108 206	1 942	419	125	5 436	12 586	16 298
	Terminal grain elevators -----	5	28 200	681	149	36	2 036	900	1 707
	Country grain elevators -----	88	406 611	8 007	1 945	442	22 694	34 409	44 879
	Assemblers of farm products, except country grain elevators -----	35	53 547	2 794	618	173	6 475	5 183	7 819
	Manufacturers' sales branches and sales offices -----	98	541 308	20 282	5 098	790	40 253	29 389	26 677
	Sales branches (with stock) -----	76	429 036	17 300	4 367	693	35 287	29 389	26 677
	Sales offices (without stock) -----	22	112 272	2 982	731	97	4 966	-	-
	Agents, brokers, and commission merchants -----	79	537 198	8 043	2 048	730	16 547	433	647
	Auction companies -----	13	227 589	1 695	414	413	4 232	46	79
	Brokers -----	28	241 697	3 695	902	173	6 665	140	242
	Commission merchants -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Import agents -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Export agents -----	-	-	-	-	-	-	-	-
	Manufacturers' agents -----	28	56 414	2 291	660	116	4 817	214	290
	<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>								
	Wholesale trade -----	1 804	4 392 084	264 178	63 102	14 824	534 040	411 983	440 583
50	Durable goods -----	987	1 392 286	146 593	35 437	8 094	278 064	236 577	241 319
501	Motor vehicles and motor vehicle parts and supplies -----	225	295 579	31 515	7 647	1 873	58 556	52 460	54 892
5012	Automobiles and other motor vehicles -----	40	136 791	8 734	2 178	550	15 428	13 404	15 395
5013	Motor vehicle supplies and new parts -----	146	129 312	19 311	4 590	1 102	35 748	34 229	34 676
5014	Tires and tubes -----	16	23 446	2 393	619	135	4 894	4 316	4 369
5015	Motor vehicle parts, used -----	23	6 030	1 077	260	86	2 486	511	452
502	Furniture and homefurnishings -----	21	19 558	2 112	506	116	4 174	1 513	1 613
5021	Furniture -----	13	12 740	1 423	373	72	2 489	954	1 028
5023	Homefurnishings -----	8	6 818	689	133	44	1 685	559	585
503	Lumber and other construction materials -----	86	255 850	13 450	3 222	645	25 024	14 394	13 779
5031	Lumber, plywood, millwork, and wood panels -----	44	183 546	9 004	2 098	385	16 825	11 432	11 793
5032	Brick, stone, and related construction materials -----	17	49 070	1 525	377	65	2 755	640	501
5033	Roofing, siding, and insulation materials -----	7	5 010	480	127	30	804	718	675
5039	Construction materials, n.e.c. -----	18	18 224	2 441	620	165	4 640	1 604	810
504	Professional and commercial equipment and supplies -----	137	122 136	23 662	5 921	1 257	43 805	13 061	13 115
5043	Photographic equipment and supplies -----	-	-	-	-	-	-	-	-
5044	Office equipment -----	40	17 182	4 413	1 057	275	7 438	2 797	3 016
5045	Computers and computer peripheral equipment and software -----	37	60 606	11 874	3 091	536	21 866	5 518	5 459
5046	Commercial equipment, n.e.c. -----	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	17	14 427	1 916	462	116	3 949	1 036	1 064
5048	Ophthalmic goods -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. -----	14	13 332	2 007	520	122	3 700	2 215	2 162
505	Metals and minerals, except petroleum -----	25	59 476	6 986	1 539	484	13 107	11 374	12 485
5051	Metals service centers and offices -----	25	59 476	6 986	1 539	484	13 107	11 374	12 485
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-	-
506	Electrical goods -----	68	115 290	8 867	2 261	464	16 651	17 776	17 737
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	37	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets -----	9	35 976	2 517	578	123	4 447	7 587	7 063
5065	Electronic parts and equipment, n.e.c. -----	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	71	78 033	8 986	2 220	485	18 643	13 278	14 632
5072	Hardware -----	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	31	47 845	4 935	1 135	270	9 908	7 518	8 759
5075	Warm air heating and air-conditioning equipment and supplies -----	21	14 489	1 846	586	92	4 070	2 096	2 047
5078	Refrigeration equipment and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	297	367 802	45 871	10 934	2 429	85 769	104 607	104 170
5082	Construction and mining (except petroleum) machinery and equipment -----	39	92 413	11 544	2 877	466	20 028	19 743	20 692
5083	Farm and garden machinery and equipment -----	118	149 729	16 332	3 836	939	31 751	65 124	63 300
5084	Industrial machinery and equipment -----	71	48 666	5 854	1 349	271	11 850	8 911	9 065
5085	Industrial supplies -----	32	36 514	5 409	1 309	250	10 610	6 719	6 764
5087	Service establishment equipment and supplies -----	30	33 845	5 739	1 385	448	9 457	3 673	3 861
5088	Transportation equipment and supplies, except motor vehicles -----	7	6 635	993	178	55	2 073	437	488
509	Miscellaneous durable goods -----	57	78 562	5 144	1 187	341	12 335	8 114	8 896
5091	Sporting and recreational goods and supplies -----	11	47 518	1 895	520	102	4 708	4 091	4 736
5092	Toys and hobby goods and supplies -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials -----	21	17 576	1 692	329	123	3 305	1 977	2 246
5094	Jewelry, watches, precious stones, and precious metals -----	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. -----	16	8 822	1 052	202	65	2 884	693	788

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS</b> —Con.									
<b>Wholesale trade—Con.</b>									
<b>51</b>	<b>Nondurable goods</b> .....	<b>817</b>	<b>2 999 798</b>	<b>117 585</b>	<b>27 665</b>	<b>6 730</b>	<b>255 976</b>	<b>175 406</b>	<b>199 264</b>
511	Paper and paper products .....	42	43 242	5 228	1 174	312	10 113	4 564	4 853
5111	Printing and writing paper .....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies .....	27	16 913	2 713	567	194	5 416	2 267	2 497
5113	Industrial and personal service paper .....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	9	47 311	1 912	435	108	4 186	7 595	7 630
5122	Drugs, drug proprietaries, and druggists' sundries .....	9	47 311	1 912	435	108	4 186	7 595	7 630
513	Apparel, piece goods, and notions .....	7	8 722	1 275	297	69	2 766	1 116	1 073
5131	Piece goods, notions, and other dry goods .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	157	801 601	37 472	8 946	1 859	75 136	38 570	41 128
5141	Groceries, general line .....	22	435 364	19 611	4 829	846	35 837	30 618	32 752
5142	Packaged frozen foods .....	10	20 539	1 105	291	57	2 650	1 088	1 140
5143	Dairy products, except dried or canned .....	35	31 157	1 595	374	114	3 212	213	200
5144	Poultry and poultry products .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery .....	6	2 872	134	36	18	242	39	40
5146	Fish and seafoods .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products .....	13	52 325	1 082	289	73	2 470	430	454
5148	Fresh fruits and vegetables .....	14	32 184	2 695	647	181	6 462	1 527	1 529
5149	Groceries and related products, n.e.c. ....	51	215 421	10 749	2 366	536	23 204	4 486	4 833
515	Farm-product raw materials .....	165	923 943	15 526	3 583	1 142	41 705	51 890	67 302
5153	Grain and field beans .....	131	671 180	13 076	2 958	691	35 516	50 830	66 043
5154	Livestock .....	28	249 839	2 189	567	431	5 702	329	343
5159	Farm-product raw materials, n.e.c. ....	6	2 924	261	58	20	487	731	916
516	Chemicals and allied products .....	28	62 795	4 523	1 007	222	9 556	2 547	3 709
5162	Plastics materials and basic forms and shapes .....	-	-	-	-	-	-	-	-
5169	Chemicals and allied products, n.e.c. ....	28	62 795	4 523	1 007	222	9 556	2 547	3 709
517	Petroleum and petroleum products .....	164	708 610	17 969	4 241	1 130	41 703	26 349	25 669
5171	Petroleum bulk stations and terminals .....	131	592 947	13 861	3 276	935	33 588	24 557	23 407
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	33	115 663	4 108	965	195	8 115	1 792	2 262
518	Beer, wine, and distilled alcoholic beverages .....	47	111 474	12 674	3 107	612	26 392	8 280	7 900
5181	Beer and ale .....	42	109 518	12 369	3 035	590	25 731	7 888	7 469
5182	Wine and distilled alcoholic beverages .....	5	1 956	305	72	22	661	392	431
519	Miscellaneous nondurable goods .....	198	292 100	21 006	4 875	1 276	44 419	34 495	40 000
5191	Farm supplies .....	135	194 126	13 342	3 020	836	30 159	28 182	32 911
5192	Books, periodicals, and newspapers .....	9	10 580	1 429	375	88	2 501	493	544
5193	Flowers, nursery stock, and florists' supplies .....	10	2 997	580	137	63	1 195	544	563
5194	Tobacco and tobacco products .....	11	62 779	3 191	744	146	5 777	2 683	3 285
5198	Paints, varnishes, and supplies .....	13	8 668	1 015	278	50	2 184	759	770
5199	Nondurable goods, n.e.c. ....	20	12 950	1 449	321	93	2 603	1 834	1 927
	<b>Merchant wholesalers</b> .....	<b>1 627</b>	<b>3 313 578</b>	<b>235 853</b>	<b>55 956</b>	<b>13 304</b>	<b>477 240</b>	<b>382 161</b>	<b>413 259</b>
<b>50</b>	<b>Durable goods</b> .....	<b>908</b>	<b>1 160 655</b>	<b>130 681</b>	<b>31 344</b>	<b>7 461</b>	<b>248 219</b>	<b>221 861</b>	<b>228 500</b>
501	Motor vehicles and motor vehicle parts and supplies .....	219	273 956	30 317	7 355	1 771	56 366	51 480	53 995
5012	Automobiles and other motor vehicles .....	36	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts .....	144	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes .....	16	23 446	2 393	619	135	4 894	4 316	4 369
5015	Motor vehicle parts, used .....	23	6 030	1 077	260	86	2 486	511	452
502	Furniture and home furnishings .....	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5021	Furniture .....	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings .....	8	6 818	689	133	44	1 685	559	585
503	Lumber and other construction materials .....	70	153 775	10 831	2 505	537	20 229	12 797	13 514
5031	Lumber, plywood, millwork, and wood panels .....	35	134 497	8 086	1 882	353	14 830	10 907	11 641
5032	Brick, stone, and related construction materials .....	13	4 994	742	160	44	1 755	520	501
5033	Roofing, siding, and insulation materials .....	7	5 010	480	127	30	804	718	675
5039	Construction materials, n.e.c. ....	15	9 274	1 523	336	110	2 840	652	697
504	Professional and commercial equipment and supplies .....	126	81 102	15 811	3 978	1 031	28 871	9 159	9 482
5043	Photographic equipment and supplies .....	-	-	-	-	-	-	-	-
5044	Office equipment .....	39	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5045	Computers and computer peripheral equipment and software .....	30	21 531	4 176	1 174	316	7 340	1 813	2 009
5046	Commercial equipment, n.e.c. ....	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies .....	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods .....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. ....	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices .....	24	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores .....	-	-	-	-	-	-	-	-
506	Electrical goods .....	60	94 791	8 600	2 187	452	16 105	17 771	17 723
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets .....	9	35 976	2 517	578	123	4 447	7 587	7 063
5065	Electronic parts and equipment, n.e.c. ....	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)



Table 1. **Summary Statistics for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	<b>TYPES OF OPERATION BY KIND OF BUSINESS</b> —Con.								
	<b>Merchant wholesalers—Con.</b>								
50	<b>Durable goods—Con.</b>								
507	Hardware, and plumbing and heating equipment and supplies .....	64	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5072	Hardware .....	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydraulics) .....	30	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies .....	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	270	333 711	42 721	10 161	2 285	80 252	96 592	96 364
5082	Construction and mining (except petroleum) machinery and equipment .....	38	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment .....	112	136 659	15 021	3 542	886	29 644	59 553	57 667
5084	Industrial machinery and equipment .....	54	37 241	4 520	1 001	218	9 427	6 743	7 229
5085	Industrial supplies .....	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies .....	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles .....	7	6 635	993	178	55	2 073	437	488
509	Miscellaneous durable goods .....	55	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies .....	11	47 518	1 895	520	102	4 708	4 091	4 736
5092	Toys and hobby goods and supplies .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials .....	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals ..	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. ....	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods .....</b>	<b>719</b>	<b>2 152 923</b>	<b>105 172</b>	<b>24 612</b>	<b>5 843</b>	<b>229 021</b>	<b>160 300</b>	<b>184 759</b>
511	Paper and paper products .....	37	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper .....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies .....	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper .....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	9	47 311	1 912	435	108	4 186	7 595	7 630
5122	Drugs, drug proprietaries, and druggists' sundries .....	9	47 311	1 912	435	108	4 186	7 595	7 630
513	Apparel, piece goods, and notions .....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	116	518 859	30 651	7 311	1 522	61 695	36 875	39 319
5141	Groceries, general line .....	16	390 547	18 841	4 648	803	34 334	30 618	32 752
5142	Packaged frozen foods .....	10	20 539	1 105	291	57	2 650	1 088	1 140
5143	Dairy products, except dried or canned .....	25	6 992	564	128	64	1 114	113	115
5144	Poultry and poultry products .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products .....	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables .....	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c. ....	33	50 195	6 324	1 296	321	14 649	3 147	3 581
515	Farm-product raw materials .....	152	706 864	13 979	3 209	777	37 769	51 844	67 223
5153	Grain and field beans .....	131	671 180	13 076	2 958	691	35 516	50 830	66 043
5154	Livestock .....	15	32 760	642	193	66	1 766	283	264
5159	Farm-product raw materials, n.e.c. ....	6	2 924	261	58	20	487	731	916
516	Chemicals and allied products .....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. ....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	149	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals .....	117	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	47	111 474	12 674	3 107	612	26 392	8 280	7 900
5181	Beer and ale .....	42	109 518	12 369	3 035	590	25 731	7 888	7 469
5182	Wine and distilled alcoholic beverages .....	5	1 956	305	72	22	661	392	431
519	Miscellaneous nondurable goods .....	185	276 998	19 977	4 577	1 228	42 230	33 933	39 407
5191	Farm supplies .....	134	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5192	Books, periodicals, and newspapers .....	9	10 580	1 429	375	88	2 501	493	544
5193	Flowers, nursery stock, and florists' supplies .....	10	2 997	580	137	63	1 195	544	563
5194	Tobacco and tobacco products .....	11	62 779	3 191	744	146	5 777	2 683	3 285
5198	Paints, varnishes, and supplies .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. ....	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Manufacturers' sales branches and sales     offices .....</b>	<b>98</b>	<b>541 308</b>	<b>20 282</b>	<b>5 098</b>	<b>790</b>	<b>40 253</b>	<b>29 389</b>	<b>26 677</b>
50	<b>Durable goods .....</b>	<b>43</b>	<b>145 802</b>	<b>13 350</b>	<b>3 380</b>	<b>458</b>	<b>24 395</b>	<b>14 491</b>	<b>12 490</b>
501	Motor vehicles and motor vehicle parts and supplies .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and hom furnishings .....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	8	61 260	1 966	568	85	3 562	1 559	113
504	Professional and commercial equipment and supplies .....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 1. **Summary Statistics for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	<b>TYPES OF OPERATION BY KIND OF BUSINESS —Con.</b>								
	<b>Manufacturers' sales branches and sales offices—Con.</b>								
50	<b>Durable goods—Con.</b>								
506	Electrical goods.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies.....	—	—	—	—	—	—	—	—
508	Machinery, equipment, and supplies.....	19	22 329	2 413	578	92	3 917	8 015	7 806
509	Miscellaneous durable goods.....	—	—	—	—	—	—	—	—
51	<b>Nondurable goods.....</b>	55	395 506	6 932	1 718	332	15 858	14 898	14 187
511	Paper and paper products.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries.....	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions.....	—	—	—	—	—	—	—	—
514	Groceries and related products.....	20	61 674	3 450	809	175	7 414	1 640	1 752
515	Farm-product raw materials.....	—	—	—	—	—	—	—	—
516	Chemicals and allied products.....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products.....	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages.....	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods.....	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants.....</b>	79	537 198	8 043	2 048	730	16 547	433	647
50	<b>Durable goods.....</b>	36	85 829	2 562	713	175	5 450	225	329
501	Motor vehicles and motor vehicle parts and supplies.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials.....	8	40 815	653	149	23	1 233	38	152
504	Professional and commercial equipment and supplies.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum.....	—	—	—	—	—	—	—	—
506	Electrical goods.....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies.....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies.....	8	11 762	737	195	52	1 600	—	—
509	Miscellaneous durable goods.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods.....</b>	43	451 369	5 481	1 335	555	11 097	208	318
511	Paper and paper products.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries.....	—	—	—	—	—	—	—	—
513	Apparel, piece goods, and notions.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products.....	21	221 068	3 371	826	162	6 027	55	57
515	Farm-product raw materials.....	13	217 079	1 547	374	365	3 936	46	79
516	Chemicals and allied products.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages.....	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods.....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)



Table 2. Selected Ratios for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment¹ (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee¹ (dollars)	Per employee¹ (dollars)	As percent of operating expenses			
	Wholesale trade -----	2 434 636	296 282	17 821	49.5	8	12.2	10.0
50	Durable goods -----	1 410 624	172 015	18 111	52.7	8	20.0	17.3
501	Motor vehicles and motor vehicle parts and supplies -----	1 313 684	157 810	16 826	53.8	8	19.8	18.6
5012	Automobiles and other motor vehicles -----	3 419 775	248 711	15 880	56.6	14	11.3	11.3
5013	Motor vehicle supplies and new parts -----	885 699	117 343	17 524	54.0	8	27.6	26.8
5014	Tires and tubes -----	1 465 375	173 674	17 726	48.9	8	20.9	18.6
5015	Motor vehicle parts, used -----	262 174	70 116	12 523	43.3	4	41.2	7.5
502	Furniture and homefurnishings -----	931 333	168 603	18 207	50.6	6	21.3	8.2
5021	Furniture -----	980 000	176 944	19 764	57.2	6	19.5	8.1
5023	Homefurnishings -----	852 250	154 955	15 659	40.9	6	24.7	8.6
503	Lumber and other construction materials -----	2 975 000	396 667	20 853	53.7	8	9.8	5.4
5031	Lumber, plywood, millwork, and wood panels -----	4 171 500	476 743	23 387	53.5	9	9.2	6.4
5032	Brick, stone, and related construction materials -----	2 886 471	754 923	23 462	55.4	4	5.6	1.0
5033	Roofing, siding, and insulation materials -----	715 714	167 000	16 000	59.7	4	16.0	13.5
5039	Construction materials, n.e.c. -----	1 012 444	110 448	14 794	52.6	9	25.5	4.4
504	Professional and commercial equipment and supplies -----	891 504	97 165	18 824	54.0	9	35.9	10.7
5043	Photographic equipment and supplies -----	-	-	-	-	7	-	-
5044	Office equipment -----	429 550	62 480	16 047	59.3	7	43.3	17.6
5045	Computers and computer peripheral equipment and software -----	1 638 000	113 071	22 153	54.3	14	36.1	9.0
5046	Commercial equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies -----	848 647	124 371	16 517	48.5	7	27.4	7.4
5048	Ophthalmic goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. -----	952 286	109 279	16 451	54.2	9	27.8	16.2
505	Metals and minerals, except petroleum -----	2 379 040	122 884	14 434	53.3	19	22.0	21.0
5051	Metals service centers and offices -----	2 379 040	122 884	14 434	53.3	19	22.0	21.0
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-
506	Electrical goods -----	1 695 441	248 470	19 110	53.3	7	14.4	15.4
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets -----	3 997 333	292 488	20 463	56.6	14	12.4	19.6
5065	Electronic parts and equipment, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	1 099 056	160 893	18 528	48.2	7	23.9	18.8
5072	Hardware -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	1 543 387	177 204	18 278	49.8	9	20.7	18.3
5075	Warm air heating and air-conditioning equipment and supplies -----	689 952	157 489	20 065	45.4	4	28.1	14.1
5078	Refrigeration equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	1 238 391	151 421	18 885	53.5	8	23.3	28.3
5082	Construction and mining (except petroleum) machinery and equipment -----	2 369 564	198 311	24 773	57.6	12	21.7	22.4
5083	Farm and garden machinery and equipment -----	1 268 890	159 456	17 393	51.4	8	21.2	42.3
5084	Industrial machinery and equipment -----	685 437	179 579	21 601	49.4	4	24.3	18.6
5085	Industrial supplies -----	1 141 063	146 056	21 636	51.0	8	29.1	18.5
5087	Service establishment equipment and supplies -----	1 128 167	75 547	12 810	60.7	15	27.9	11.4
5088	Transportation equipment and supplies, except motor vehicles -----	947 857	120 636	18 055	47.9	8	31.2	7.4
509	Miscellaneous durable goods -----	1 378 281	230 387	15 085	41.7	6	15.7	11.3
5091	Sporting and recreational goods and supplies -----	4 319 818	465 863	18 578	40.3	9	9.9	10.0
5092	Toys and hobby goods and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials -----	836 952	142 894	13 756	51.2	6	18.8	12.8
5094	Jewelry, watches, precious stones, and precious metals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. -----	551 375	135 723	16 185	36.5	4	32.7	8.9
51	Nondurable goods -----	3 671 723	445 735	17 472	45.9	8	8.5	6.6
511	Paper and paper products -----	1 029 571	138 596	16 756	51.7	7	23.4	11.2
5111	Printing and writing paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies -----	626 407	87 180	13 985	50.1	7	32.0	14.8
5113	Industrial and personal service paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	5 256 778	438 065	17 704	45.7	12	8.8	16.1
5122	Drugs, drug proprietaries, and druggists' sundries -----	5 256 778	438 065	17 704	45.7	12	8.8	16.1
513	Apparel, piece goods, and notions -----	1 246 000	126 406	18 478	46.1	10	31.7	12.3
5131	Piece goods, notions, and other dry goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products -----	5 105 739	431 200	20 157	49.9	12	9.4	5.1
5141	Groceries, general line -----	19 789 273	514 615	23 181	54.7	38	8.2	7.5
5142	Packaged frozen foods -----	2 053 900	360 333	19 386	41.7	6	12.9	5.6
5143	Dairy products, except dried or canned -----	890 200	273 307	13 991	49.7	3	10.3	.6
5144	Poultry and poultry products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery -----	478 667	159 556	7 444	55.4	3	8.4	1.4
5146	Fish and seafoods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products -----	4 025 000	716 781	14 822	43.8	6	4.7	.9
5148	Fresh fruits and vegetables -----	2 298 857	177 812	14 890	41.7	13	20.1	4.8
5149	Groceries and related products, n.e.c. -----	4 223 941	401 905	20 054	46.3	11	10.8	2.2
515	Farm-product raw materials -----	5 599 655	809 057	13 595	37.2	7	4.5	7.3
5153	Grain and field beans -----	5 123 511	971 317	18 923	36.8	5	5.3	9.8
5154	Livestock -----	8 922 821	579 673	5 079	38.4	15	2.3	.1
5159	Farm-product raw materials, n.e.c. -----	487 333	146 200	13 050	53.6	3	16.7	31.3
516	Chemicals and allied products -----	2 242 679	282 860	20 374	47.3	8	15.2	5.9
5162	Plastics materials and basic forms and shapes -----	-	-	-	-	-	-	-
5169	Chemicals and allied products, n.e.c. -----	2 242 679	282 860	20 374	47.3	8	15.2	5.9

See footnotes at end of table.

Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	Wholesale trade—Con.							
51	Nondurable goods—Con.							
517	Petroleum and petroleum products .....	4 320 793	627 088	15 902	43.1	7	5.9	3.6
5171	Petroleum bulk stations and terminals .....	4 526 313	634 168	14 825	41.3	7	5.7	3.9
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	3 504 939	593 144	21 067	50.6	6	7.0	2.0
518	Beer, wine, and distilled alcoholic beverages .....	2 371 787	182 147	20 709	48.0	13	23.7	7.1
5181	Beer and ale .....	2 607 571	185 624	20 964	48.1	14	23.5	6.8
5182	Wine and distilled alcoholic beverages .....	391 200	88 909	13 864	46.1	4	33.8	22.0
519	Miscellaneous nondurable goods .....	1 475 253	228 918	16 462	47.3	6	15.2	13.7
5191	Farm supplies .....	1 437 970	232 208	15 959	44.2	6	15.5	17.0
5192	Books, periodicals, and newspapers .....	1 175 556	120 227	16 239	57.1	10	23.6	5.1
5193	Flowers, nursery stock, and florists' supplies .....	299 700	47 571	9 206	48.5	6	39.9	18.8
5194	Tobacco and tobacco products .....	5 707 182	429 993	21 856	55.2	13	9.2	5.2
5198	Paints, varnishes, and supplies .....	666 769	173 360	20 300	46.5	4	25.2	8.9
5199	Nondurable goods, n.e.c. ....	647 500	139 247	15 581	55.7	5	20.1	14.9
	Merchant wholesalers .....	2 036 618	249 066	17 728	49.4	8	14.4	12.5
50	Durable goods .....	1 278 254	155 563	17 515	52.6	8	21.4	19.7
501	Motor vehicles and motor vehicle parts and supplies .....	1 250 941	154 690	17 119	53.8	8	20.6	19.7
5012	Automobiles and other motor vehicles .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes .....	1 465 375	173 674	17 726	48.9	8	20.9	18.6
5015	Motor vehicle parts, used .....	262 174	70 116	12 523	43.3	4	41.2	7.5
502	Furniture and home furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5021	Furniture .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings .....	852 250	154 955	15 659	40.9	6	24.7	8.6
503	Lumber and other construction materials .....	2 196 786	286 359	20 169	53.5	8	13.2	8.8
5031	Lumber, plywood, millwork, and wood panels .....	3 842 771	381 011	22 907	54.5	10	11.0	8.7
5032	Brick, stone, and related construction materials .....	384 154	113 500	16 864	42.3	3	35.1	10.0
5033	Roofing, siding, and insulation materials .....	715 714	167 000	16 000	59.7	4	16.0	13.5
5039	Construction materials, n.e.c. ....	618 267	84 309	13 845	53.6	7	30.6	7.5
504	Professional and commercial equipment and supplies .....	643 667	78 663	15 336	54.8	8	35.6	11.7
5043	Photographic equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5045	Computers and computer peripheral equipment and software .....	717 700	68 136	13 215	56.9	11	34.1	9.3
5046	Commercial equipment, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5048	Ophthalmic goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5051	Metals service centers and offices .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	1 579 850	209 715	19 027	53.4	8	17.0	18.7
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets .....	3 997 333	292 488	20 463	56.6	14	12.4	19.6
5065	Electronic parts and equipment, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5072	Hardware .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	1 235 967	146 044	18 696	53.2	8	24.0	28.9
5082	Construction and mining (except petroleum) machinery and equipment .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment .....	1 220 170	154 243	16 954	50.7	8	21.7	42.2
5084	Industrial machinery and equipment .....	689 648	170 830	20 734	47.9	4	25.3	19.4
5085	Industrial supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles .....	947 857	120 636	18 055	47.9	8	31.2	7.4
509	Miscellaneous durable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5091	Sporting and recreational goods and supplies .....	4 319 818	465 863	18 578	40.3	9	9.9	10.0
5092	Toys and hobby goods and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	Nondurable goods .....	2 994 330	368 462	18 000	45.9	8	10.6	8.6
511	Paper and paper products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	5 256 778	438 065	17 704	45.7	12	8.8	16.1
5122	Drugs, drug proprietaries, and druggists' sundries .....	5 256 778	438 065	17 704	45.7	12	8.8	16.1
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5131	Piece goods, notions, and other dry goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.



**Table 2. Selected Ratios for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Merchant wholesalers—Con.</b>							
<b>51</b>	<b>Nondurable goods—Con.</b>							
514	Groceries and related products .....	4 472 922	340 906	20 139	49.7	13	11.9	7.6
5141	Groceries, general line .....	24 409 188	486 360	23 463	54.9	50	8.8	8.4
5142	Packaged frozen foods .....	2 053 900	360 333	19 386	41.7	6	12.9	5.6
5143	Dairy products, except dried or canned .....	279 680	109 250	8 813	50.6	3	15.9	1.6
5144	Poultry and poultry products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5146	Fish and seafoods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	Meats and meat products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5148	Fresh fruits and vegetables .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c. ....	1 521 061	156 371	19 701	43.2	10	29.2	6.7
515	Farm-product raw materials .....	4 650 421	909 735	17 991	37.0	5	5.3	9.5
5153	Grain and field beans .....	5 123 511	971 317	18 923	36.8	5	5.3	9.8
5154	Livestock .....	2 184 000	496 364	9 727	36.4	4	5.4	.8
5159	Farm-product raw materials, n.e.c. ....	487 333	146 200	13 050	53.6	3	16.7	31.3
516	Chemicals and allied products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	2 371 787	182 147	20 709	48.0	13	23.7	7.1
5181	Beer and ale .....	2 607 571	185 624	20 964	48.1	14	23.5	6.8
5182	Wine and distilled alcoholic beverages .....	391 200	88 909	13 864	46.1	4	33.8	22.0
519	Miscellaneous nondurable goods .....	1 497 286	225 568	16 268	47.3	7	15.2	14.2
5191	Farm supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5192	Books, periodicals, and newspapers .....	1 175 556	120 227	16 239	57.1	10	23.6	5.1
5193	Flowers, nursery stock, and florists' supplies .....	299 700	47 571	9 206	48.5	6	39.9	18.8
5194	Tobacco and tobacco products .....	5 707 182	429 993	21 856	55.2	13	9.2	5.2
5198	Paints, varnishes, and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Manufacturers' sales branches and sales offices .....</b>	<b>5 523 551</b>	<b>685 200</b>	<b>25 673</b>	<b>50.4</b>	<b>8</b>	<b>7.4</b>	<b>4.9</b>
<b>50</b>	<b>Durable goods .....</b>	<b>3 390 744</b>	<b>318 345</b>	<b>29 148</b>	<b>54.7</b>	<b>11</b>	<b>16.7</b>	<b>8.6</b>
501	Motor vehicles and motor vehicle parts and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	7 657 500	720 706	23 129	55.2	11	5.8	.2
504	Professional and commercial equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	1 175 211	242 707	26 228	61.6	5	17.5	35.0
509	Miscellaneous durable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods .....</b>	<b>7 191 018</b>	<b>1 191 283</b>	<b>20 880</b>	<b>43.7</b>	<b>6</b>	<b>4.0</b>	<b>3.6</b>
511	Paper and paper products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	3 083 700	352 423	19 714	46.5	9	12.0	2.8
515	Farm-product raw materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants .....</b>	<b>6 799 975</b>	<b>735 888</b>	<b>11 018</b>	<b>48.6</b>	<b>9</b>	<b>3.1</b>	<b>.1</b>
<b>50</b>	<b>Durable goods .....</b>	<b>2 384 139</b>	<b>490 451</b>	<b>14 640</b>	<b>47.0</b>	<b>5</b>	<b>6.3</b>	<b>.4</b>
501	Motor vehicles and motor vehicle parts and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	5 101 875	1 774 565	28 391	53.0	3	3.0	.4
504	Professional and commercial equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	1 470 250	226 192	14 173	46.1	7	13.6	(D)
509	Miscellaneous durable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>51</b>	<b>Nondurable goods .....</b>	<b>10 496 953</b>	<b>813 277</b>	<b>9 876</b>	<b>49.4</b>	<b>13</b>	<b>2.5</b>	<b>.1</b>
511	Paper and paper products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	10 527 048	1 364 617	20 809	55.9	8	2.7	(D)
515	Farm-product raw materials .....	16 698 385	594 737	4 238	39.3	28	1.8	(D)
516	Chemicals and allied products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)

<sup>1</sup>Based on number of employees for pay period including March 12.

**Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade -----	1 792	1 942	4 390 335	4 940 547	-11.1	263 894	265 659	-.7	14 793	16 396
50		Durable goods -----	968	1 012	1 388 991	1 500 182	-7.4	146 145	155 228	-5.9	8 041	9 121
501		Motor vehicles and automotive parts and supplies ---	213	212	293 830	243 331	20.8	31 231	30 034	4.0	1 842	1 912
5012	5012	Automobiles and other motor vehicles -----	40	41	136 791	80 501	69.9	8 734	7 953	9.8	550	456
5013	5013	Automotive parts and supplies -----	157	149	133 593	129 878	2.9	20 104	18 130	10.9	1 157	1 229
	5015 pt.	Motor vehicle supplies and new parts -----	146	146	129 312	(D)	(D)	19 311	(D)	(D)	1 102	(D)
		Motor vehicle parts, used -----	11	3	4 281	(D)	(D)	793	(D)	(D)	55	(D)
5014	5014	Tires and tubes -----	16	22	23 446	32 952	-28.9	2 393	3 951	-39.4	135	227
502		Furniture and homefurnishings -----	21	17	19 558	14 299	36.8	2 112	1 641	28.7	116	107
5021	5021	Furniture -----	13	10	12 740	(D)	(D)	1 423	(D)	(D)	72	(D)
5023	5023	Homefurnishings -----	8	7	6 818	(D)	(D)	689	(D)	(D)	44	(D)
503		Lumber and other construction materials -----	86	87	255 850	230 952	10.8	13 450	13 972	-3.7	645	751
5031	5031	Lumber, plywood, millwork, and wood panels -----	44	43	183 546	149 103	23.1	9 004	9 482	-5.1	385	492
5039		Construction materials, n.e.c. -----	42	44	72 304	81 849	-11.7	4 446	4 490	-1.0	260	259
	5032	Brick, stone, and related construction materials --	17	15	49 070	56 448	-13.1	1 525	1 320	15.5	65	53
	5033	Roofing, siding, and insulation materials -----	7	7	5 010	7 394	-32.3	480	335	43.3	30	26
	5039	Construction materials, n.e.c. -----	18	22	18 224	18 007	1.2	2 441	2 835	-13.9	165	180
504		Sporting, recreational, photographic, and hobby goods, toys and supplies -----	14	15	(D)	23 351	(D)	(D)	2 570	(D)	(D)	205
5041	5091	Sporting and recreational goods and supplies -----	11	10	47 518	18 006	163.9	1 895	2 028	-6.6	102	153
5042	5092	Toys and hobby goods and supplies -----	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	5043	Photographic equipment and supplies -----	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
505		Metals and minerals, except petroleum -----	25	31	59 476	51 864	14.7	6 986	6 001	16.4	484	398
5051	5051	Metals service centers and offices -----	25	30	59 476	(D)	(D)	6 986	(D)	(D)	484	(D)
5052	5052	Coal and other minerals and ores -----	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
506		Electrical goods -----	70	78	(D)	135 647	(D)	(D)	11 167	(D)	(D)	641
5063		Electrical apparatus and equipment, wiring supplies, and construction materials -----	41	45	(D)	83 717	(D)	(D)	5 498	(D)	(D)	304
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	37	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c. -----	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5084 pt.	Industrial machinery and equipment -----	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
5064	5064	Electrical appliances, television and radio sets -----	9	18	35 976	46 544	-22.7	2 517	4 463	-43.6	123	234
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	20	15	(D)	5 386	(D)	(D)	1 206	(D)	(D)	103
507		Hardware, and plumbing and heating equipment and supplies -----	71	78	78 033	97 545	-20.0	8 986	10 481	-14.3	485	585
5072	5072	Hardware -----	17	17	(D)	22 948	(D)	(D)	3 312	(D)	(D)	165
5074	5074	Plumbing and heating equipment and supplies (hydronics) -----	31	41	47 845	57 973	-17.5	4 935	5 503	-10.3	270	334
5075	5075	Warm air heating and air-conditioning equipment and supplies -----	21	17	14 489	(D)	(D)	1 846	(D)	(D)	92	(D)
5078	5078	Refrigeration equipment and supplies -----	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies -----	432	461	(D)	687 547	(D)	(D)	77 870	(D)	(D)	4 384
5081		Commercial machines and equipment -----	98	72	(D)	86 964	(D)	(D)	12 699	(D)	(D)	656
	5044	Office equipment -----	40	(NA)	17 182	(NA)	(NA)	4 413	(NA)	(NA)	275	(NA)
	5045	Computers and computer peripheral equipment and software -----	37	(NA)	60 606	(NA)	(NA)	11 874	(NA)	(NA)	536	(NA)
	5046	Commercial equipment, n.e.c. -----	21	14	(D)	8 171	(D)	(D)	1 356	(D)	(D)	95
5082	5082	Construction and mining (except petroleum) machinery and equipment -----	39	44	92 413	98 555	-6.2	11 544	13 786	-16.3	466	661
5083	5083	Farm and garden machinery and equipment -----	118	168	149 729	283 158	-47.1	16 332	24 781	-34.1	939	1 578
5084	5084 pt.	Industrial machinery and equipment -----	69	83	47 880	119 757	-60.0	5 667	15 335	-63.1	261	721
5085	5085	Industrial supplies -----	32	29	36 514	43 215	-15.5	5 409	3 885	39.2	250	212
5086		Professional equipment and supplies -----	39	34	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5047	Medical, dental, and hospital equipment and supplies -----	17	12	14 427	(D)	(D)	1 916	(D)	(D)	116	(D)
	5048	Ophthalmic goods -----	8	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. -----	14	15	13 332	(D)	(D)	2 007	(D)	(D)	122	(D)
5087	5087	Service establishment equipment and supplies -----	30	27	33 845	21 117	60.3	5 739	2 435	135.7	448	259
5088	5088	Transportation equipment and supplies, except motor vehicles -----	7	4	6 635	(D)	(D)	993	(D)	(D)	55	(D)
509		Miscellaneous durable goods -----	36	33	(D)	15 646	(D)	(D)	1 492	(D)	(D)	138
5093	5093	Scrap and waste materials -----	21	18	17 576	5 344	228.9	1 692	671	152.2	123	81
5094	5094	Jewelry, watches, precious stones, and precious metals -----	6	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c. -----	9	12	7 276	(D)	(D)	888	(D)	(D)	43	(D)



**Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		<b>Wholesale trade—Con.</b>										
51		<b>Nondurable goods</b> .....	824	930	3 001 344	3 440 365	-12.8	117 749	110 431	6.6	6 752	7 275
511		Paper and paper products .....	42	41	43 242	35 567	21.6	5 228	4 493	16.4	312	294
5111	5111	Printing and writing paper .....	6	6	(D)	9 947	(D)	(D)	886	(D)	(D)	38
5112	5112	Stationery and office supplies .....	27	26	16 913	13 128	28.8	2 713	2 329	16.5	194	176
5113	5113	Industrial and personal service paper .....	9	9	(D)	12 492	(D)	(D)	1 278	(D)	(D)	80
512		Drugs, drug proprietaries, and druggists' sundries .....	9	10	47 311	43 046	9.9	1 912	1 992	-4.0	108	130
5122	5122	Drugs, drug proprietaries, and druggists' sundries ..	9	10	47 311	43 046	9.9	1 912	1 992	-4.0	108	130
513		Apparel, piece goods, and notions .....	7	6	8 722	5 426	60.7	1 275	803	58.8	69	61
5133	5131 pt.	Piece goods .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods .....	—	2	—	(D)	(D)	—	(D)	(D)	—	(D)
5136	5136	Men's and boys' clothing and furnishings .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories .....	2	—	(D)	—	(X)	(D)	—	(X)	(D)	—
5139	5139	Footwear .....	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514		Groceries and related products .....	157	153	801 601	665 435	20.5	37 472	30 756	21.8	1 859	1 838
5141	5141	Groceries, general line .....	22	24	435 364	316 403	37.6	19 611	11 905	64.7	846	662
5142	5142	Packaged frozen foods .....	10	12	20 539	30 898	-33.5	1 105	2 437	-54.7	57	124
5143	5143	Dairy products, except dried or canned .....	35	36	31 157	33 506	-7.0	1 595	2 653	-39.9	114	177
5144	5144	Poultry and poultry products .....	2	4	(D)	1 297	(D)	(D)	108	(D)	(D)	14
5145	5145	Confectionery .....	6	5	2 872	5 298	-45.8	134	387	-65.4	18	37
5146	5146	Fish and seafoods .....	4	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5147	5147	Meats and meat products .....	13	18	52 325	50 411	3.8	1 082	2 065	-47.6	73	178
5148	5148	Fresh fruits and vegetables .....	14	12	32 184	24 738	30.1	2 695	1 818	48.2	181	150
5149	5149	Groceries and related products, n.e.c. ....	51	41	215 421	(D)	(D)	10 749	(D)	(D)	536	(D)
515		Farm-product raw materials .....	165	219	923 943	1 016 117	-9.1	15 526	17 783	-12.7	1 142	1 511
5152	5159 pt.	Cotton .....	—	—	—	—	—	—	—	—	—	—
5153	5153	Grain and field beans .....	131	184	671 180	807 605	-16.9	13 076	14 155	-7.6	691	878
5154	5154	Livestock .....	28	30	249 839	(D)	(D)	2 189	(D)	(D)	431	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c. ....	6	5	2 924	(D)	(D)	261	(D)	(D)	20	(D)
516		Chemicals and allied products .....	28	32	62 795	65 103	-3.6	4 523	5 504	-17.8	222	293
5161		Chemicals and allied products .....	28	32	62 795	65 103	-3.6	4 523	5 504	-17.8	222	293
	5162	Plastics materials and basic forms and shapes ..	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
	5169	Chemicals and allied products, n.e.c. ....	28	31	62 795	(D)	(D)	4 523	(D)	(D)	222	(D)
517		Petroleum and petroleum products .....	164	243	708 610	1 236 242	-42.7	17 969	21 428	-16.2	1 130	1 458
5171	5171	Petroleum bulk stations and terminals .....	131	181	592 947	975 925	-39.3	13 861	16 963	-18.3	935	1 158
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	33	62	115 663	260 317	-55.6	4 108	4 465	-8.0	195	300
518		Beer, wine, and distilled alcoholic beverages .....	47	53	111 474	117 076	-4.8	12 674	11 460	10.6	612	618
5181	5181	Beer and ale .....	42	49	109 518	114 712	-4.5	12 369	11 206	10.4	590	591
5182	5182	Wine and distilled alcoholic beverages .....	5	4	1 956	2 364	-17.3	305	254	20.1	22	27
519		Miscellaneous nondurable goods .....	205	173	293 646	256 353	14.5	21 170	16 212	30.6	1 298	1 072
5191	5191	Farm supplies .....	135	115	194 126	181 220	7.1	13 342	10 140	31.6	836	648
5194	5194	Tobacco and tobacco products .....	11	14	62 779	41 163	52.5	3 191	2 517	26.8	146	148
5198	5198	Paints, varnishes and supplies .....	13	11	8 668	5 843	48.3	1 015	589	72.3	50	36
5199		Nondurable goods, n.e.c. ....	46	33	28 073	28 127	-2	3 622	2 966	22.1	266	240
	5099 pt.	Durable goods, n.e.c. ....	7	(NA)	1 546	(NA)	(NA)	164	(NA)	(NA)	22	(NA)
	5192	Books, periodicals, and newspapers .....	9	8	10 580	10 368	2.0	1 429	1 341	6.6	88	115
	5193	Flowers, nursery stock, and florists' supplies ..	10	4	2 997	1 774	68.9	580	217	167.3	63	18
	5199	Nondurable goods, n.e.c. ....	20	(NA)	12 950	(NA)	(NA)	1 449	(NA)	(NA)	93	(NA)
		<b>Merchant wholesalers</b> .....	1 615	1 697	3 311 829	3 747 352	-11.6	235 569	233 296	1.0	13 273	14 351
50		<b>Durable goods</b> .....	890	916	(D)	1 230 213	(D)	(D)	138 298	(D)	(D)	8 328
501		Motor vehicles and automotive parts and supplies ...	207	205	272 207	223 437	21.8	30 033	28 796	4.3	1 740	1 844
5012	5012	Automobiles and other motor vehicles .....	36	37	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013		Automotive parts and supplies .....	155	147	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5013	Motor vehicle supplies and new parts .....	144	144	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5015 pt.	Motor vehicle parts, used .....	11	3	4 281	(D)	(D)	793	(D)	(D)	55	(D)
5014	5014	Tires and tubes .....	16	21	23 446	(D)	(D)	2 393	(D)	(D)	135	(D)
502		Furniture and home furnishings .....	20	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5021	5021	Furniture .....	12	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	5023	Home furnishings .....	8	7	6 818	(D)	(D)	689	(D)	(D)	44	(D)
503		Lumber and other construction materials .....	70	70	153 775	129 068	19.1	10 831	9 940	9.0	537	553
5031	5031	Lumber, plywood, millwork, and wood panels .....	35	36	134 497	113 343	18.7	8 086	8 183	-1.2	353	435
5039		Construction materials, n.e.c. ....	35	34	19 278	15 725	22.6	2 745	1 757	56.2	184	118
	5032	Brick, stone, and related construction materials ..	13	9	4 994	2 655	88.1	742	387	91.7	44	26
	5033	Roofing, siding, and insulation materials .....	7	6	5 010	(D)	(D)	480	(D)	(D)	30	(D)
	5039	Construction materials, n.e.c. ....	15	19	9 274	(D)	(D)	1 523	(D)	(D)	110	(D)

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1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		<b>Merchant wholesalers—Con.</b>										
50		<b>Durable goods—Con.</b>										
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	14	15	(D)	23 351	(D)	(D)	2 570	(D)	(D)	205
5041	5091	Sporting and recreational goods and supplies .....	11	10	47 518	18 006	163.9	1 895	2 028	-6.6	102	153
5042	5092	Toys and hobby goods and supplies .....	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	5043	Photographic equipment and supplies .....	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
505		Metals and minerals, except petroleum .....	24	28	(D)	51 182	(D)	(D)	5 918	(D)	(D)	379
5051	5051	Metals service centers and offices .....	24	27	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	5052	Coal and other minerals and ores .....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
506		Electrical goods .....	61	64	(D)	108 335	(D)	(D)	10 219	(D)	(D)	605
5063		Electrical apparatus and equipment, wiring supplies, and construction materials .....	34	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	31	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c. ....	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5084 pt.	Industrial machinery and equipment .....	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
5064	5064	Electrical appliances, television and radio sets .....	9	17	35 976	(D)	(D)	2 517	(D)	(D)	123	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. ....	18	15	(D)	5 386	(D)	(D)	1 206	(D)	(D)	103
507		Hardware, and plumbing and heating equipment and supplies .....	64	71	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5072	5072	Hardware .....	17	17	(D)	22 948	(D)	(D)	3 312	(D)	(D)	165
5074	5074	Plumbing and heating equipment and supplies (hydronics) .....	30	38	(D)	53 738	(D)	(D)	5 211	(D)	(D)	318
5075	5075	Warm air heating and air-conditioning equipment and supplies .....	15	13	(D)	8 191	(D)	(D)	942	(D)	(D)	54
5078	5078	Refrigeration equipment and supplies .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies .....	395	415	(D)	585 888	(D)	(D)	68 589	(D)	(D)	3 972
5081		Commercial machines and equipment .....	89	62	49 520	44 152	12.2	10 518	6 925	51.9	719	453
	5044	Office equipment .....	39	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5045	Computers and computer peripheral equipment and software .....	30	(NA)	21 531	(NA)	(NA)	4 176	(NA)	(NA)	316	(NA)
	5046	Commercial equipment, n.e.c. ....	20	14	(D)	8 171	(D)	(D)	1 356	(D)	(D)	95
5082	5082	Construction and mining (except petroleum) machinery and equipment .....	38	42	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	5083	Farm and garden machinery and equipment .....	112	162	136 659	263 447	-48.1	15 021	23 880	-37.1	886	1 523
5084	5084 pt.	Industrial machinery and equipment .....	53	63	36 895	99 776	-63.0	4 477	13 713	-67.4	213	643
5085	5085	Industrial supplies .....	31	25	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5086		Professional equipment and supplies .....	37	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5047	Medical, dental, and hospital equipment and supplies .....	16	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5048	Ophthalmic goods .....	8	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. ....	13	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	5087	Service establishment equipment and supplies .....	28	25	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	5088	Transportation equipment and supplies, except motor vehicles .....	7	4	6 635	(D)	(D)	993	(D)	(D)	55	(D)
509		Miscellaneous durable goods .....	35	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	5093	Scrap and waste materials .....	20	18	(D)	5 344	(D)	(D)	671	(D)	(D)	81
5094	5094	Jewelry, watches, precious stones, and precious metals .....	6	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c. ....	9	11	7 276	(D)	(D)	888	(D)	(D)	43	(D)
51		<b>Nondurable goods .....</b>	<b>725</b>	<b>781</b>	<b>(D)</b>	<b>2 517 139</b>	<b>(D)</b>	<b>(D)</b>	<b>94 998</b>	<b>(D)</b>	<b>(D)</b>	<b>6 023</b>
511		<b>Paper and paper products .....</b>	<b>37</b>	<b>35</b>	<b>(D)</b>	<b>(D)</b>	<b>(D)</b>	<b>(D)</b>	<b>(D)</b>	<b>(D)</b>	<b>(D)</b>	<b>(D)</b>
5111	5111	Printing and writing paper .....	6	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	5112	Stationery and office supplies .....	22	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	5113	Industrial and personal service paper .....	9	9	(D)	12 492	(D)	(D)	1 278	(D)	(D)	80
512		Drugs, drug proprietaries, and druggists' sundries .....	9	9	47 311	(D)	(D)	1 912	(D)	(D)	108	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries ..	9	9	47 311	(D)	(D)	1 912	(D)	(D)	108	(D)
513		Apparel, piece goods, and notions .....	6	6	(D)	5 426	(D)	(D)	803	(D)	(D)	61
5133	5131 pt.	Piece goods .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods .....	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
5136	5136	Men's and boys' clothing and furnishings .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories .....	2	-	(D)	-	(X)	(D)	-	(X)	(D)	-
5139	5139	Footwear .....	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514		Groceries and related products .....	116	101	518 859	441 895	17.4	30 651	22 690	35.1	1 522	1 360
5141	5141	Groceries, general line .....	16	17	390 547	(D)	(D)	18 841	(D)	(D)	803	(D)
5142	5142	Packaged frozen foods .....	10	8	20 539	(D)	(D)	1 105	(D)	(D)	57	(D)
5143	5143	Dairy products, except dried or canned .....	25	19	6 992	10 021	-30.2	564	802	-29.7	64	74
5144	5144	Poultry and poultry products .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	5145	Confectionery .....	4	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)



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1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Merchant wholesalers—Con.										
51		Nondurable goods—Con.										
514		Groceries and related products—Con.										
5146	5146	Fish and seafoods .....	3	—	(D)	—	(X)	(D)	—	(X)	(D)	—
5147	5147	Meats and meat products .....	10	14	(D)	15 734	(D)	(D)	1 215	(D)	(D)	92
5148	5148	Fresh fruits and vegetables .....	13	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	5149	Groceries and related products, n.e.c. ....	33	25	50 195	83 746	-40.1	6 324	5 758	9.8	321	295
515		Farm-product raw materials .....	152	202	706 864	838 250	-15.7	13 979	15 759	-11.3	777	1 045
5152	5159 pt.	Cotton .....	—	—	—	—	—	—	—	—	—	—
5153	5153	Grain and field beans .....	131	181	671 180	(D)	(D)	13 076	(D)	(D)	691	(D)
5154	5154	Livestock .....	15	16	32 760	(D)	(D)	642	(D)	(D)	66	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c. ....	6	5	2 924	(D)	(D)	261	(D)	(D)	20	(D)
516		Chemicals and allied products .....	18	21	(D)	48 757	(D)	(D)	4 198	(D)	(D)	240
5161		Chemicals and allied products .....	18	21	(D)	48 757	(D)	(D)	4 198	(D)	(D)	240
	5162	Plastics materials and basic forms and shapes ..	—	—	—	—	—	—	—	—	—	—
	5169	Chemicals and allied products, n.e.c. ....	18	21	(D)	48 757	(D)	(D)	4 198	(D)	(D)	240
517		Petroleum and petroleum products .....	149	191	(D)	739 566	(D)	(D)	18 308	(D)	(D)	1 254
5171	5171	Petroleum bulk stations and terminals .....	117	141	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	32	50	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518		Beer, wine, and distilled alcoholic beverages .....	47	53	111 474	117 076	-4.8	12 674	11 460	10.6	612	618
5181	5181	Beer and ale .....	42	49	109 518	114 712	-4.5	12 369	11 206	10.4	590	591
5182	5182	Wine and distilled alcoholic beverages .....	5	4	1 956	2 364	-17.3	305	254	20.1	22	27
519		Miscellaneous nondurable goods .....	191	163	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	5191	Farm supplies .....	134	115	(D)	181 220	(D)	(D)	10 140	(D)	(D)	648
5194	5194	Tobacco and tobacco products .....	11	14	62 779	41 163	52.5	3 191	2 517	28.8	146	148
5198	5198	Paints, varnishes and supplies .....	4	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199		Nondurable goods, n.e.c. ....	42	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c. ....	6	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5192	Books, periodicals, and newspapers .....	9	8	10 580	10 368	2.0	1 429	1 341	6.6	88	115
	5193	Flowers, nursery stock, and florists' supplies .....	10	4	2 997	1 774	68.9	580	217	167.3	63	18
	5199	Nondurable goods, n.e.c. ....	17	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		Manufacturers' sales branches and sales offices .....	98	158	541 308	784 890	-31.0	20 282	23 361	-13.2	790	1 149
50		Durable goods .....	43	59	145 802	202 752	-28.1	13 350	13 469	-9	458	592
501	501 pt.	Motor vehicles and automotive parts and supplies ...	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	502	Furniture and home furnishings .....	—	—	—	—	—	—	—	—	—	—
503	503	Lumber and other construction materials .....	8	10	61 260	81 215	-24.6	1 966	3 051	-35.6	85	159
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	—	—	—	—	—	—	—	—	—	—
	504 pt.	Professional and commercial equipment and supplies .....	—	—	—	—	—	—	—	—	—	—
	509 pt.	Miscellaneous durable goods .....	—	—	—	—	—	—	—	—	—	—
505	505	Metals and minerals, except petroleum .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods .....	5	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods .....	4	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	508 pt.	Machinery, equipment, and supplies .....	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies .....	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
508		Machinery, equipment, and supplies .....	26	34	(D)	88 603	(D)	(D)	8 475	(D)	(D)	347
	504 pt.	Professional and commercial equipment and supplies .....	8	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies .....	18	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods .....	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
51		Nondurable goods .....	55	99	395 506	582 138	-32.1	6 932	9 892	-29.9	332	557
511	511	Paper and paper products .....	4	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	512	Drugs, drug proprietaries, and druggists' sundries ...	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
513	513	Apparel, piece goods, and notions .....	—	—	—	—	—	—	—	—	—	—
514	514	Groceries and related products .....	20	33	61 674	75 028	-17.8	3 450	5 220	-33.9	175	319
515	515	Farm-product raw materials .....	—	—	—	—	—	—	—	—	—	—

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		<b>Manufacturers' sales branches and sales offices—Con.</b>										
51		<b>Nondurable goods—Con.</b>										
516	516	Chemicals and allied products .....	8	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	517	Petroleum and petroleum products .....	13	42	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	518	Beer, wine, and distilled alcoholic beverages .....	-	-	-	-	-	-	-	-	-	-
519	509 pt.	Miscellaneous nondurable goods .....	10	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	519	Miscellaneous durable goods .....	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	519	Miscellaneous nondurable goods .....	10	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		<b>Agents, brokers, and commission merchants .....</b>	<b>79</b>	<b>87</b>	<b>537 198</b>	<b>408 305</b>	<b>31.6</b>	<b>8 043</b>	<b>9 002</b>	<b>-10.7</b>	<b>730</b>	<b>896</b>
50		<b>Durable goods .....</b>	<b>35</b>	<b>37</b>	<b>(D)</b>	<b>67 217</b>	<b>(D)</b>	<b>(D)</b>	<b>3 461</b>	<b>(D)</b>	<b>(D)</b>	<b>201</b>
501	501 pt.	Motor vehicles and automotive parts and supplies ...	3	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	502	Furniture and home furnishings .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	503	Lumber and other construction materials .....	8	7	40 815	20 669	97.5	653	981	-33.4	23	39
504	504 pt.	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	-	-	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies .....	-	-	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods .....	-	-	-	-	-	-	-	-	-	-
505	505	Metals and minerals, except petroleum .....	-	2	-	(D)	(D)	-	(D)	(D)	-	(D)
506	506	Electrical goods .....	4	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Electrical goods .....	4	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	508 pt.	Machinery, equipment, and supplies .....	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies .....	7	6	(D)	10 579	(D)	(D)	816	(D)	(D)	36
508	504 pt.	Machinery, equipment, and supplies .....	11	12	13 083	13 056	.2	810	806	.5	55	65
	508 pt.	Professional and commercial equipment and supplies .....	3	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies .....	8	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods .....	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
51		<b>Nondurable goods .....</b>	<b>44</b>	<b>50</b>	<b>(D)</b>	<b>341 088</b>	<b>(D)</b>	<b>(D)</b>	<b>5 541</b>	<b>(D)</b>	<b>(D)</b>	<b>695</b>
511	511	Paper and paper products .....	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
512	512	Drugs, drug proprietaries, and druggists' sundries ...	-	-	-	-	-	-	-	-	-	-
513	513	Apparel, piece goods, and notions .....	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
514	514	Groceries and related products .....	21	19	221 068	148 512	48.9	3 371	2 846	18.4	162	159
515	515	Farm-product raw materials .....	13	17	217 079	177 867	22.0	1 547	2 024	-23.6	365	466
516	516	Chemicals and allied products .....	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	517	Petroleum and petroleum products .....	2	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	518	Beer, wine, and distilled alcoholic beverages .....	-	-	-	-	-	-	-	-	-	-
519	509 pt.	Miscellaneous nondurable goods .....	4	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	519	Miscellaneous durable goods .....	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	519	Miscellaneous nondurable goods .....	3	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)



Table 4. **Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
		<b>Wholesale trade -----</b>	<b>1 792</b>	<b>4 390 335</b>	<b>263 894</b>	<b>63 035</b>	<b>14 793</b>	<b>533 466</b>	<b>411 829</b>	<b>440 446</b>
5013	5013	Automotive parts and supplies -----	157	133 593	20 104	4 783	1 157	37 660	34 586	34 991
	5015 pt.	Motor vehicle parts and supplies -----	146	129 312	19 311	4 590	1 102	35 748	34 229	34 676
		Motor vehicle parts, used -----	11	4 281	793	193	55	1 912	357	315
5039	5032	Construction materials, n.e.c. -----	42	72 304	4 446	1 124	260	8 199	2 962	1 986
	5033	Brick, stone, and related construction materials -----	17	49 070	1 525	377	65	2 755	640	501
	5039	Roofing, siding, and insulation materials -----	7	5 010	480	127	30	804	718	675
		Construction materials, n.e.c. -----	18	18 224	2 441	620	165	4 640	1 604	810
5041	5091	Sporting and recreational goods and supplies -----	11	47 518	1 895	520	102	4 708	4 091	4 736
5042	5092	Toys and hobby goods and supplies -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063		Electrical apparatus and equipment, wiring supplies, and construction equipment -----	41	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	37	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5065 pt.	Electrical parts and equipment, n.e.c. -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5084 pt.	Industrial machinery and equipment -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5081		Commercial machines and equipment -----	98	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5044	Office equipment -----	40	17 182	4 413	1 057	275	7 438	2 797	3 016
	5045	Computers and computer peripheral equipment and software -----	37	60 606	11 874	3 091	536	21 866	5 518	5 459
	5046	Commercial equipment, n.e.c. -----	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	5084 pt.	Industrial machinery and equipment -----	69	47 880	5 667	1 304	261	11 548	8 858	9 015
5086		Professional equipment and supplies -----	39	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5047	Medical, dental, and hospital equipment and supplies -----	17	14 427	1 916	462	116	3 949	1 036	1 064
	5048	Ophthalmic goods -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. -----	14	13 332	2 007	520	122	3 700	2 215	2 162
5099	5099 pt.	Durable goods, n.e.c. -----	9	7 276	888	176	43	2 550	597	689
5133	5131 pt.	Piece goods -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods -----	-	-	-	-	-	-	-	-
5152	5159 pt.	Cotton -----	-	-	-	-	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	6	2 924	261	58	20	487	731	916
5161		Chemicals and allied products -----	28	62 795	4 523	1 007	222	9 556	2 547	3 709
	5162	Plastics materials and basic forms and shapes -----	-	-	-	-	-	-	-	-
	5169	Chemicals and allied products, n.e.c. -----	28	62 795	4 523	1 007	222	9 556	2 547	3 709
5199		Nondurable goods, n.e.c. -----	46	28 073	3 622	859	266	6 633	2 967	3 133
	5099 pt.	Durable goods, n.e.c. -----	7	1 546	164	26	22	334	96	99
	5192	Books, periodicals, and newspapers -----	9	10 580	1 429	375	88	2 501	493	544
	5193	Flowers, nursery stock, and florists' supplies -----	10	2 997	580	137	63	1 195	544	563
	5199	Nondurable goods, n.e.c. -----	20	12 950	1 449	321	93	2 603	1 834	1 927
		<b>Merchant Wholesalers -----</b>	<b>1 615</b>	<b>3 311 829</b>	<b>235 569</b>	<b>55 889</b>	<b>13 273</b>	<b>476 666</b>	<b>382 007</b>	<b>413 122</b>
5013	5013	Automotive parts and supplies -----	155	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5015 pt.	Motor vehicle parts and supplies -----	144	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		Motor vehicle parts, used -----	11	4 281	793	193	55	1 912	357	315
5039	5032	Construction materials, n.e.c. -----	35	19 278	2 745	623	184	5 399	1 890	1 873
	5033	Brick, stone, and related construction materials -----	13	4 994	742	160	44	1 755	520	501
	5039	Roofing, siding, and insulation materials -----	7	5 010	480	127	30	804	718	675
		Construction materials, n.e.c. -----	15	9 274	1 523	336	110	2 840	652	697
5041	5091	Sporting and recreational goods and supplies -----	11	47 518	1 895	520	102	4 708	4 091	4 736
5042	5092	Toys and hobby goods and supplies -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5063		Electrical apparatus and equipment, wiring supplies, and construction equipment -----	34	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5065 pt.	Electrical parts and equipment, n.e.c. -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5084 pt.	Industrial machinery and equipment -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5081		Commercial machines and equipment -----	89	49 520	10 518	2 681	719	18 729	5 908	6 210
	5044	Office equipment -----	39	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5045	Computers and computer peripheral equipment and software -----	30	21 531	4 176	1 174	316	7 340	1 813	2 009
	5046	Commercial equipment, n.e.c. -----	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	5084 pt.	Industrial machinery and equipment -----	53	36 895	4 477	990	213	9 353	6 713	7 199
5086		Professional equipment and supplies -----	37	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5047	Medical, dental, and hospital equipment and supplies -----	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5048	Ophthalmic goods -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. -----	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c. -----	9	7 276	888	176	43	2 550	597	689
5133	5131 pt.	Piece goods -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods -----	-	-	-	-	-	-	-	-
5152	5159 pt.	Cotton -----	-	-	-	-	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	6	2 924	261	58	20	487	731	916
5161		Chemicals and allied products -----	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes -----	-	-	-	-	-	-	-	-
	5169	Chemicals and allied products, n.e.c. -----	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)

**Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>Merchant Wholesalers—Con.</b>										
5199		Nondurable goods, n.e.c. ....	42	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c. ....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5192	Books, periodicals, and newspapers .....	9	10 580	1 429	375	88	2 501	493	544
	5193	Flowers, nursery stock, and florists' supplies .....	10	2 997	580	137	63	1 195	544	563
	5199	Nondurable goods, n.e.c. ....	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		<b>Manufacturer's sales branches and offices ---</b>	<b>98</b>	<b>541 308</b>	<b>20 282</b>	<b>5 098</b>	<b>790</b>	<b>40 253</b>	<b>29 389</b>	<b>26 677</b>
501	501 pt.	Motor vehicles and automotive parts and supplies .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic and hobby goods, toys and supplies .....	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies ..	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods .....	-	-	-	-	-	-	-	-
506		Electrical goods .....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies .....	26	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies ..	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies .....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods .....	-	-	-	-	-	-	-	-
519		Miscellaneous nondurable goods .....	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods .....	-	-	-	-	-	-	-	-
	519	Miscellaneous nondurable goods .....	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
		<b>Agents, brokers, and commission merchants ..</b>	<b>79</b>	<b>537 198</b>	<b>8 043</b>	<b>2 048</b>	<b>730</b>	<b>16 547</b>	<b>433</b>	<b>647</b>
501	501 pt.	Motor vehicles and automotive parts and supplies .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic and hobby goods, toys and supplies .....	-	-	-	-	-	-	-	-
	504 pt.	Professional and commercial equipment and supplies ..	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods .....	-	-	-	-	-	-	-	-
506		Electrical goods .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies .....	-	-	-	-	-	-	-	-
508		Machinery, equipment, and supplies .....	11	13 083	810	201	55	1 747	-	-
	504 pt.	Professional and commercial equipment and supplies ..	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	508 pt.	Machinery, equipment, and supplies .....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	519	Miscellaneous nondurable goods .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)



Table 5. **Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
					Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
Montana -----	1 804	4 392 084	264 178	14 824	1 627	3 313 578	235 853	13 304	177	1 078 506
Beaverhead County -----	24	27 943	1 711	134	24	27 943	1 711	134	-	-
Dillon -----	21	26 654	1 588	122	21	26 654	1 588	122	-	-
Balance of county -----	3	1 289	123	12	3	1 289	123	12	-	-
Big Horn County -----	11	16 341	677	48	11	16 341	677	48	-	-
Hardin -----	10	(D)	(D)	(D)	10	(D)	(D)	(D)	-	-
Balance of county -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Blaine County -----	8	12 589	461	41	7	(D)	(D)	(D)	1	(D)
Broadwater County -----	11	18 419	831	41	11	18 419	831	41	-	-
Carbon County -----	10	4 767	464	33	9	(D)	(D)	(D)	1	(D)
Carter County -----	-	-	-	-	-	-	-	-	-	-
Cascade County -----	203	690 106	34 523	1 907	179	528 085	30 786	1 722	24	162 021
Great Falls -----	177	602 219	31 898	1 740	157	(D)	(D)	(D)	20	-
Balance of county -----	26	87 887	2 625	167	22	(D)	(D)	(D)	4	(D)
Chouteau County -----	26	67 579	1 689	104	26	67 579	1 689	104	-	-
Custer County -----	30	81 957	6 167	418	28	(D)	(D)	(D)	2	(D)
Miles City -----	23	58 459	5 127	329	22	(D)	(D)	(D)	1	(D)
Balance of county -----	7	23 498	1 040	89	6	(D)	(D)	(D)	1	(D)
Daniels County -----	12	18 745	884	63	12	18 745	884	63	-	-
Dawson County -----	29	35 363	3 294	231	24	(D)	(D)	(D)	5	(D)
Glendive -----	21	21 366	2 250	166	16	(D)	(D)	(D)	5	(D)
Balance of county -----	8	13 997	1 044	65	8	13 997	1 044	65	-	-
Deer Lodge County -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
Anaconda-Deer Lodge County -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
Fallon County -----	11	9 474	610	44	11	9 474	610	44	-	-
Fergus County -----	41	81 630	2 910	212	38	(D)	(D)	(D)	3	(D)
Lewistown -----	22	42 824	1 432	98	22	42 824	1 432	98	-	-
Balance of county -----	19	38 806	1 478	114	16	(D)	(D)	(D)	3	(D)
Flathead County -----	85	135 761	9 994	624	77	(D)	(D)	(D)	8	(D)
Columbia Falls -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Kalispell -----	56	(D)	(D)	(D)	51	(D)	(D)	(D)	5	(D)
Whitefish -----	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
Balance of county -----	24	(D)	(D)	(D)	22	24 696	2 394	135	2	(D)
Gallatin County -----	111	229 513	14 360	903	102	132 708	13 051	799	9	96 805
Bozeman -----	74	117 048	9 522	575	68	86 964	8 525	523	6	30 084
Balance of county -----	37	112 465	4 838	328	34	45 744	4 526	276	3	66 721
Garfield County -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Glacier County -----	23	37 829	1 762	101	22	(D)	(D)	(D)	1	(D)
Cut Bank -----	19	33 851	1 494	85	18	(D)	(D)	(D)	1	(D)
Balance of county -----	4	3 978	268	16	4	3 978	268	16	-	-
Golden Valley County -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Granite County -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Hill County -----	41	136 765	4 842	298	39	(D)	(D)	(D)	2	(D)
Hayre -----	24	42 831	3 210	209	24	42 831	3 210	209	-	-
Balance of county -----	17	93 934	1 632	89	15	(D)	(D)	(D)	2	(D)
Jefferson County -----	5	(D)	(D)	(D)	4	1 443	41	6	1	(D)
Judith Basin County -----	8	22 710	323	22	8	22 710	323	22	-	-
Lake County -----	28	14 067	1 273	117	27	(D)	(D)	(D)	1	(D)
Polson -----	8	2 642	219	18	7	(D)	(D)	(D)	1	(D)
Balance of county -----	20	11 425	1 054	99	20	11 425	1 054	99	-	-
Lewis and Clark County -----	106	211 474	16 505	916	89	103 621	10 066	729	17	107 853
Helena -----	90	(D)	(D)	(D)	74	100 257	9 586	695	16	(D)
Balance of county -----	16	(D)	(D)	(D)	15	3 364	480	34	1	(D)
Liberty County -----	9	40 297	1 248	67	9	40 297	1 248	67	-	-
Lincoln County -----	15	11 535	1 154	71	14	(D)	(D)	(D)	1	(D)
Libby -----	7	6 043	533	34	6	(D)	(D)	(D)	1	(D)
Balance of county -----	8	5 492	621	37	8	5 492	621	37	-	-
McCone County -----	8	25 115	1 084	68	8	25 115	1 084	68	-	-
Madison County -----	7	4 428	268	15	7	4 428	268	15	-	-
Meagher County -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Mineral County -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Missoula County -----	177	442 021	30 056	1 673	158	298 158	27 564	1 509	19	143 863
Missoula -----	131	325 001	25 552	1 384	118	259 453	23 441	1 282	13	65 548
Balance of county -----	46	117 020	4 504	289	40	38 705	4 123	227	6	78 315
Musselshell County -----	9	5 841	635	54	8	(D)	(D)	(D)	1	(D)
Park County -----	18	11 144	1 208	79	17	(D)	(D)	(D)	1	(D)
Livingston -----	11	7 394	879	53	11	7 394	879	53	-	-
Balance of county -----	7	3 750	329	26	6	(D)	(D)	(D)	1	(D)



**Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More:  
1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
					Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
Montana—Con.										
Petroleum County -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Phillips County -----	15	17 958	1 278	95	15	17 958	1 278	95	-	-
Pondera County -----	25	55 143	2 569	144	22	53 439	2 480	136	3	1 704
Conrad -----	18	34 286	1 948	113	16	(D)	(D)	(D)	2	(D)
Balance of county -----	7	20 857	621	31	6	(D)	(D)	(D)	1	(D)
Powder River County -----	4	1 919	203	24	4	1 919	203	24	-	-
Powell County -----	6	9 111	318	43	6	9 111	318	43	-	-
Deer Lodge -----	6	9 111	318	43	6	9 111	318	43	-	-
Balance of county -----	-	-	-	-	-	-	-	-	-	-
Prairie County -----	5	3 206	280	18	5	3 206	280	18	-	-
Ravalli County -----	30	43 203	2 879	137	24	34 474	2 512	130	6	8 729
Hamilton -----	13	31 085	1 537	41	10	(D)	(D)	(D)	3	(D)
Balance of county -----	17	12 118	1 342	96	14	(D)	(D)	(D)	3	(D)
Richland County -----	30	49 425	2 781	198	25	(D)	(D)	(D)	5	(D)
Sidney -----	20	18 837	1 803	120	17	(D)	(D)	(D)	3	(D)
Balance of county -----	10	30 588	978	78	8	(D)	(D)	(D)	2	(D)
Roosevelt County -----	26	45 799	1 812	108	24	(D)	(D)	(D)	2	(D)
Wolf Point -----	11	20 601	1 016	61	10	(D)	(D)	(D)	1	(D)
Balance of county -----	15	25 198	796	47	14	(D)	(D)	(D)	1	(D)
Rosebud County -----	5	1 987	284	21	5	1 987	284	21	-	-
Forsyth -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
Balance of county -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Sanders County -----	11	10 694	355	39	11	10 694	355	39	-	-
Sheridan County -----	20	20 696	1 155	76	19	(D)	(D)	(D)	1	(D)
Silver Bow County ▲ -----	63	163 977	7 743	485	57	(D)	(D)	(D)	6	(D)
Butte-Silver Bow ▲ -----	63	163 977	7 743	485	57	(D)	(D)	(D)	6	(D)
Stillwater County -----	8	9 461	695	43	6	(D)	(D)	(D)	2	(D)
Sweet Grass County -----	5	2 730	255	13	5	2 730	255	13	-	-
Teton County -----	22	29 510	1 937	125	22	29 510	1 937	125	-	-
Toole County -----	22	40 061	1 952	110	21	(D)	(D)	(D)	1	(D)
Shelby -----	15	26 356	1 359	78	14	(D)	(D)	(D)	1	(D)
Balance of county -----	7	13 705	593	32	7	13 705	593	32	-	-
Treasure County -----	3	5 151	472	34	3	5 151	472	34	-	-
Valley County -----	29	43 681	2 116	165	27	(D)	(D)	(D)	2	(D)
Glasgow -----	18	19 223	1 316	91	17	(D)	(D)	(D)	1	(D)
Balance of county -----	11	24 458	800	74	10	(D)	(D)	(D)	1	(D)
Wheatland County -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
Wibaux County -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Yellowstone County -----	391	1 393 688	94 737	4 581	339	1 033 000	84 759	4 068	52	360 688
Billings -----	348	1 231 221	85 091	4 049	301	920 683	76 228	3 660	47	310 538
Laurel -----	3	3 492	429	28	3	3 492	429	28	-	-
Balance of county -----	40	158 975	9 217	504	35	108 825	8 102	380	5	50 150
Yellowstone National Park County -----	-	-	-	-	-	-	-	-	-	-

Table 6. Summary Statistics for Places With 200 Establishments or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	<b>BILLINGS</b>										
	Wholesale trade -----	348	1 231 221	85 091	4 049	301	920 683	76 228	3 660	47	310 538
50	Durable goods -----	233	470 552	51 066	2 511	210	(D)	(D)	(D)	23	(D)
501	Motor vehicles and motor vehicle parts and supplies -----	32	96 428	9 772	504	32	96 428	9 772	504	-	-
502	Furniture and home furnishings -----	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
503	Lumber and other construction materials -----	27	65 289	5 114	257	23	55 600	4 143	199	4	9 689
504	Professional and commercial equipment and supplies -----	39	(D)	(D)	(D)	36	(D)	(D)	(D)	3	(D)
505	Metals and minerals, except petroleum -----	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
506	Electrical goods -----	24	76 091	5 108	259	19	(D)	(D)	(D)	5	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	25	41 346	4 460	223	21	37 775	4 148	208	4	3 571
508	Machinery, equipment, and supplies -----	65	107 290	14 022	642	59	86 262	12 286	561	6	21 028
509	Miscellaneous durable goods -----	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
51	Nondurable goods -----	115	760 669	34 025	1 538	91	(D)	(D)	(D)	24	(D)
511	Paper and paper products -----	10	(D)	(D)	(D)	9	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries --	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
514	Groceries and related products -----	38	493 243	20 442	838	21	309 233	17 567	710	17	184 010
515	Farm-product raw materials -----	7	(D)	(D)	(D)	7	(D)	(D)	(D)	-	-
516	Chemicals and allied products -----	8	(D)	(D)	(D)	7	4 340	534	38	1	(D)
517	Petroleum and petroleum products -----	18	(D)	(D)	(D)	17	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages -----	4	19 074	1 936	81	4	19 074	1 936	81	-	-
519	Miscellaneous nondurable goods -----	27	(D)	(D)	(D)	23	(D)	(D)	(D)	4	(D)

Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	<b>CASCADE COUNTY</b> (Coextensive with Great Falls, MT MSA; see table 8.)										
	<b>YELLOWSTONE COUNTY</b> (Coextensive with Billings, MT MSA; see table 8.)										



**Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	<b>BILLINGS, MT MSA</b>										
	Wholesale trade .....	391	1 393 688	94 737	4 581	339	1 033 000	84 759	4 068	52	360 688
50	Durable goods .....	261	526 253	56 866	2 849	236	445 668	50 771	2 544	25	80 585
501	Motor vehicles and motor vehicle parts and supplies .....	46	136 390	12 666	697	44	(D)	(D)	(D)	2	(D)
502	Furniture and home furnishings .....	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
503	Lumber and other construction materials .....	27	65 289	5 114	257	23	55 600	4 143	199	4	9 689
504	Professional and commercial equipment and supplies .....	41	46 015	8 268	398	38	(D)	(D)	(D)	3	(D)
505	Metals and minerals, except petroleum .....	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
506	Electrical goods .....	24	76 091	5 108	259	19	(D)	(D)	(D)	5	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	25	41 346	4 460	223	21	37 775	4 148	208	4	3 571
508	Machinery, equipment, and supplies .....	76	120 979	16 570	764	70	99 951	14 834	683	6	21 028
509	Miscellaneous durable goods .....	9	19 627	1 846	87	9	19 627	1 846	87	-	-
51	Nondurable goods .....	130	867 435	37 871	1 732	103	587 332	33 988	1 524	27	280 103
511	Paper and paper products .....	10	(D)	(D)	(D)	9	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	3	42 173	1 623	86	3	42 173	1 623	86	-	-
513	Apparel, piece goods, and notions .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
514	Groceries and related products .....	38	493 243	20 442	838	21	(D)	(D)	(D)	17	(D)
515	Farm-product raw materials .....	11	62 321	1 132	102	10	(D)	(D)	(D)	1	(D)
516	Chemicals and allied products .....	11	(D)	(D)	(D)	8	(D)	(D)	(D)	3	(D)
517	Petroleum and petroleum products .....	20	155 496	4 117	174	19	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages .....	4	19 074	1 936	81	4	19 074	1 936	81	-	-
519	Miscellaneous nondurable goods .....	32	63 809	5 351	290	28	(D)	(D)	(D)	4	(D)
	<b>GREAT FALLS, MT MSA</b>										
	Wholesale trade .....	203	690 106	34 523	1 907	179	528 085	30 786	1 722	24	162 021
50	Durable goods .....	113	149 225	16 840	1 034	106	142 333	16 043	998	7	6 892
501	Motor vehicles and motor vehicle parts and supplies .....	23	26 363	3 191	181	23	26 363	3 191	181	-	-
502	Furniture and home furnishings .....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
503	Lumber and other construction materials .....	6	15 946	1 042	47	6	15 946	1 042	47	-	-
504	Professional and commercial equipment and supplies .....	22	14 166	2 964	236	20	(D)	(D)	(D)	2	(D)
505	Metals and minerals, except petroleum .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
506	Electrical goods .....	7	8 202	818	47	7	8 202	818	47	-	-
507	Hardware, and plumbing and heating equipment and supplies .....	11	5 395	909	52	9	(D)	(D)	(D)	2	(D)
508	Machinery, equipment, and supplies .....	28	39 480	4 133	209	25	(D)	(D)	(D)	3	(D)
509	Miscellaneous durable goods .....	9	15 678	1 345	85	9	15 678	1 345	85	-	-
51	Nondurable goods .....	90	540 881	17 683	873	73	385 752	14 743	724	17	155 129
511	Paper and paper products .....	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions .....	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
514	Groceries and related products .....	22	160 276	6 055	294	14	97 847	4 414	217	8	62 429
515	Farm-product raw materials .....	13	235 322	3 662	167	12	(D)	(D)	(D)	1	(D)
516	Chemicals and allied products .....	2	(D)	(D)	(D)	-	-	-	-	2	(D)
517	Petroleum and petroleum products .....	13	55 450	1 325	83	12	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages .....	4	17 763	2 001	97	4	17 763	2 001	97	-	-
519	Miscellaneous nondurable goods .....	24	28 569	2 491	143	21	(D)	(D)	(D)	3	(D)

**Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	Wholesale trade -----	1 210	2 308 290	134 918	8 336	1 109	1 752 493	120 308	7 514	101	555 797
50	Durable goods -----	613	716 808	72 887	4 211	566	572 654	63 867	3 919	47	144 154
501	Motor vehicles and motor vehicle parts and supplies -----	156	132 826	15 658	995	152	(D)	(D)	(D)	4	(D)
5012	Automobiles and other motor vehicles -----	22	53 158	3 970	257	20	(D)	(D)	(D)	2	(D)
5013	Motor vehicle supplies and new parts -----	108	60 678	9 601	599	106	(D)	(D)	(D)	2	(D)
5014	Tires and tubes -----	11	16 039	1 581	89	11	16 039	1 581	89	-	-
5015	Motor vehicle parts, used -----	15	2 951	506	50	15	2 951	506	50	-	-
502	Furniture and homefurnishings -----	8	7 655	562	29	7	(D)	(D)	(D)	1	(D)
5021	Furniture -----	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5023	Homefurnishings -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
503	Lumber and other construction materials -----	53	174 615	7 294	341	41	82 229	5 646	291	12	92 386
5031	Lumber, plywood, millwork, and wood panels -----	32	124 542	5 459	231	23	75 493	4 541	199	9	49 049
5032	Brick, stone, and related construction materials -----	10	45 928	1 124	44	7	(D)	(D)	(D)	3	(D)
5033	Roofing, siding, and insulation materials -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5039	Construction materials, n.e.c. -----	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
504	Professional and commercial equipment and supplies -----	74	61 955	12 430	623	68	(D)	(D)	(D)	6	(D)
5043	Photographic equipment and supplies -----	-	-	-	-	-	-	-	-	-	-
5044	Office equipment -----	18	8 543	1 962	130	17	(D)	(D)	(D)	1	(D)
5045	Computers and computer peripheral equipment and software -----	23	36 035	7 458	294	20	(D)	(D)	(D)	3	(D)
5046	Commercial equipment, n.e.c. -----	12	(D)	(D)	(D)	11	6 504	1 005	63	1	(D)
5047	Medical, dental, and hospital equipment and supplies -----	11	6 480	1 171	80	10	(D)	(D)	(D)	1	(D)
5048	Ophthalmic goods -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5049	Professional equipment and supplies, n.e.c. -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum -----	18	26 868	3 264	230	18	26 868	3 264	230	-	-
5051	Metals service centers and offices -----	18	26 868	3 264	230	18	26 868	3 264	230	-	-
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-	-	-	-
506	Electrical goods -----	37	30 997	2 941	158	34	(D)	(D)	(D)	3	(D)
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	19	(D)	(D)	(D)	17	(D)	(D)	(D)	2	(D)
5064	Electrical appliances, television and radio sets -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5065	Electronic parts and equipment, n.e.c. -----	16	(D)	(D)	(D)	15	(D)	(D)	(D)	1	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	35	31 292	3 617	210	34	(D)	(D)	(D)	1	(D)
5072	Hardware -----	10	6 952	1 068	53	10	6 952	1 068	53	-	-
5074	Plumbing and heating equipment and supplies (hydronics) -----	18	20 828	2 114	134	18	20 828	2 114	134	-	-
5075	Warm air heating and air-conditioning equipment and supplies -----	7	3 512	435	23	6	(D)	(D)	(D)	1	(D)
5078	Refrigeration equipment and supplies -----	-	-	-	-	-	-	-	-	-	-
508	Machinery, equipment, and supplies -----	193	207 343	25 168	1 456	175	(D)	(D)	(D)	18	(D)
5082	Construction and mining (except petroleum) machinery and equipment -----	16	32 587	4 229	166	15	(D)	(D)	(D)	1	(D)
5083	Farm and garden machinery and equipment -----	98	120 773	12 924	750	96	(D)	(D)	(D)	2	(D)
5084	Industrial machinery and equipment -----	45	26 254	3 365	153	31	20 147	2 529	119	14	6 107
5085	Industrial supplies -----	15	14 267	1 938	96	14	(D)	(D)	(D)	1	(D)
5087	Service establishment equipment and supplies -----	15	(D)	(D)	(D)	15	(D)	(D)	(D)	-	-
5088	Transportation equipment and supplies, except motor vehicles -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
509	Miscellaneous durable goods -----	39	43 257	1 953	169	37	(D)	(D)	(D)	2	(D)
5091	Sporting and recreational goods and supplies -----	7	(D)	(D)	(D)	7	(D)	(D)	(D)	-	-
5092	Toys and hobby goods and supplies -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5093	Scrap and waste materials -----	14	4 847	571	57	13	(D)	(D)	(D)	1	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5099	Durable goods, n.e.c. -----	13	(D)	(D)	(D)	12	(D)	(D)	(D)	1	(D)
51	Nondurable goods -----	597	1 591 482	62 031	4 125	543	1 179 839	56 441	3 595	54	411 643
511	Paper and paper products -----	24	(D)	(D)	(D)	21	(D)	(D)	(D)	3	(D)
5111	Printing and writing paper -----	-	-	-	-	-	-	-	-	-	-
5112	Stationery and office supplies -----	19	(D)	(D)	(D)	16	(D)	(D)	(D)	3	(D)
5113	Industrial and personal service paper -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
512	Drugs, drug proprietaries, and druggists' sundries --	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5122	Drugs, drug proprietaries, and druggists' sundries -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5131	Piece goods, notions, and other dry goods -----	-	-	-	-	-	-	-	-	-	-
5136	Men's and boys' clothing and furnishings -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5139	Footwear -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
514	Groceries and related products -----	97	148 082	10 975	727	81	(D)	(D)	(D)	16	(D)
5141	Groceries, general line -----	9	(D)	(D)	(D)	8	(D)	(D)	(D)	1	(D)
5142	Packaged frozen foods -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5143	Dairy products, except dried or canned -----	28	11 776	863	76	22	(D)	(D)	(D)	6	(D)
5144	Poultry and poultry products -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5145	Confectionery -----	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)



**Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D.]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
51	<b>Nondurable goods—Con.</b>										
514	Groceries and related products—Con.										
5146	Fish and seafoods .....	—	—	—	—	—	—	—	—	—	—
5147	Meats and meat products .....	9	(D)	(D)	(D)	8	(D)	(D)	(D)	1	(D)
5148	Fresh fruits and vegetables .....	12	(D)	(D)	(D)	11	(D)	(D)	(D)	1	(D)
5149	Groceries and related products, n.e.c. ....	32	57 801	5 181	306	26	(D)	(D)	(D)	6	(D)
515	Farm-product raw materials .....	141	626 300	10 732	873	130	(D)	(D)	(D)	11	(D)
5153	Grain and field beans .....	112	(D)	(D)	(D)	112	(D)	(D)	(D)	—	—
5154	Livestock .....	24	(D)	(D)	(D)	13	(D)	(D)	(D)	11	(D)
5159	Farm-product raw materials, n.e.c. ....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	—	—
516	Chemicals and allied products .....	15	(D)	(D)	(D)	10	(D)	(D)	(D)	5	(D)
5162	Plastics materials and basic forms and shapes .....	—	—	—	—	—	—	—	—	—	—
5169	Chemicals and allied products, n.e.c. ....	15	(D)	(D)	(D)	10	(D)	(D)	(D)	5	(D)
517	Petroleum and petroleum products .....	131	497 664	12 527	873	118	(D)	(D)	(D)	13	(D)
5171	Petroleum bulk stations and terminals .....	112	446 174	11 419	791	100	(D)	(D)	(D)	12	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	19	51 490	1 108	82	18	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages .....	39	74 637	8 737	434	39	74 637	8 737	434	—	—
5181	Beer and ale .....	34	72 681	8 432	412	34	72 681	8 432	412	—	—
5182	Wine and distilled alcoholic beverages .....	5	1 956	305	22	5	1 956	305	22	—	—
519	Miscellaneous nondurable goods .....	142	199 722	13 164	843	136	(D)	(D)	(D)	6	(D)
5191	Farm supplies .....	103	(D)	(D)	(D)	103	(D)	(D)	(D)	—	—
5192	Books, periodicals, and newspapers .....	7	(D)	(D)	(D)	7	(D)	(D)	(D)	—	—
5193	Flowers, nursery stock, and florists' supplies .....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	—	—
5194	Tobacco and tobacco products .....	10	(D)	(D)	(D)	10	(D)	(D)	(D)	—	—
5198	Paints, varnishes, and supplies .....	7	(D)	(D)	(D)	2	(D)	(D)	(D)	5	(D)
5199	Nondurable goods, n.e.c. ....	10	8 855	664	46	9	(D)	(D)	(D)	1	(D)

**Table 10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F.]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>Montana</b> .....	<b>(X)</b>	<b>4 392 084</b>	<b>4 392 084</b>	<b>100.0</b>	<b>Montana—Con.</b>				
Billings .....	1	1 231 221	1 231 221	28.0	Glasgow .....	16	19 223	2 797 002	63.7
Great Falls .....	2	602 219	1 833 440	41.7	Sidney .....	17	18 837	2 815 839	64.1
Missoula .....	3	325 001	2 158 441	49.1	Deer Lodge .....	18	9 111	2 824 950	64.3
Butte-Silver Bow ▲ .....	4	163 977	2 322 418	52.9	Livingston .....	19	7 394	2 832 344	64.5
Bozeman .....	5	117 048	2 439 466	55.5	Libby .....	20	6 043	2 838 387	64.6
Miles City .....	6	58 459	2 497 925	56.9	Laurel .....	21	3 492	2 841 879	64.7
Havre .....	7	42 831	2 540 756	57.8	Polson .....	22	2 642	2 844 521	64.8
Lewistown .....	8	42 824	2 583 580	58.8	Anaconda-Deer Lodge County .....	(X)	(D)	(X)	(X)
Conrad .....	9	34 286	2 617 866	59.6	Columbia Falls .....	(X)	(D)	(X)	(X)
Cut Bank .....	10	33 851	2 651 717	60.4	Forsyth .....	(X)	(D)	(X)	(X)
Hamilton .....	11	31 085	2 682 802	61.1	Hardin .....	(X)	(D)	(X)	(X)
Dillon .....	12	26 654	2 709 456	61.7	Helena .....	(X)	(D)	(X)	(X)
Shelby .....	13	26 356	2 735 812	62.3	Kalispell .....	(X)	(D)	(X)	(X)
Glendive .....	14	21 366	2 757 178	62.8	Whitefish .....	(X)	(D)	(X)	(X)
Wolf Point .....	15	20 601	2 777 779	63.2					

<sup>1</sup>Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

**Table 11. Counties Ranked by Volume of Sales: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>Montana</b> -----	<b>(X)</b>	<b>4 392 084</b>	<b>4 392 084</b>	<b>100.0</b>	<b>Montana—Con.</b>				
Yellowstone -----	1	1 393 688	1 393 688	31.7	Daniels -----	26	18 745	4 169 991	94.9
Cascade -----	2	690 106	2 083 794	47.4	Broadwater -----	27	18 419	4 188 410	95.4
Missoula -----	3	442 021	2 525 815	57.5	Phillips -----	28	17 958	4 206 368	95.8
Gallatin -----	4	229 513	2 755 328	62.7	Big Horn -----	29	16 341	4 222 709	96.1
Lewis and Clark -----	5	211 474	2 966 802	67.5	Lake -----	30	14 067	4 236 776	96.5
					Blaine -----	31	12 589	4 249 365	96.8
					Lincoln -----	32	11 535	4 260 900	97.0
Silver Bow ▲ -----	6	163 977	3 130 779	71.3	Park -----	33	11 144	4 272 044	97.3
Hill -----	7	136 765	3 267 544	74.4	Sanders -----	34	10 694	4 282 738	97.5
Flathead -----	8	135 761	3 403 305	77.5	Fallon -----	35	9 474	4 292 212	97.7
Custer -----	9	81 957	3 485 262	79.4	Stillwater -----	36	9 461	4 301 673	97.9
Fergus -----	10	81 630	3 566 892	81.2	Powell -----	37	9 111	4 310 784	98.1
					Musselshell -----	38	5 841	4 316 625	98.3
Chouteau -----	11	67 579	3 634 471	82.8	Treasure -----	39	5 151	4 321 776	98.4
Pondera -----	12	55 143	3 689 614	84.0	Carbon -----	40	4 767	4 326 543	98.5
Richland -----	13	49 425	3 739 039	85.1	Madison -----	41	4 428	4 330 971	98.6
Roosevelt -----	14	45 799	3 784 838	86.2	Prairie -----	42	3 206	4 334 177	98.7
Valley -----	15	43 681	3 828 519	87.2	Sweet Grass -----	43	2 730	4 336 907	98.7
					Rosebud -----	44	1 987	4 338 894	98.8
Ravalli -----	16	43 203	3 871 722	88.2	Powder River -----	45	1 919	4 340 813	98.8
Liberty -----	17	40 297	3 912 019	89.1	Yellowstone National Park -----	46	-	4 340 813	98.8
Toole -----	18	40 061	3 952 080	90.0	Carter -----	47	-	4 340 813	98.8
Glacier -----	19	37 829	3 989 909	90.8	Deer Lodge -----	(X)	(D)	(X)	(X)
Dawson -----	20	35 363	4 025 272	91.6	Garfield -----	(X)	(D)	(X)	(X)
					Golden Valley -----	(X)	(D)	(X)	(X)
Teton -----	21	29 510	4 054 782	92.3	Granite -----	(X)	(D)	(X)	(X)
Beaverhead -----	22	27 943	4 082 725	93.0	Jefferson -----	(X)	(D)	(X)	(X)
McCone -----	23	25 115	4 107 840	93.5	Meagher -----	(X)	(D)	(X)	(X)
Judith Basin -----	24	22 710	4 130 550	94.0	Mineral -----	(X)	(D)	(X)	(X)
Sheridan -----	25	20 696	4 151 246	94.5	Petroleum -----	(X)	(D)	(X)	(X)
					Wheatland -----	(X)	(D)	(X)	(X)
					Wibaux -----	(X)	(D)	(X)	(X)

<sup>1</sup>Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.





# APPENDIX A.

## General Explanation

### CENSUS COVERAGE AND METHODOLOGY

**Structure and method of enumeration**—All wholesale firms that had at least one quarter of payroll in 1987 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1987 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1986 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1987 questionnaires, multiestablishment firms also were sent a form to use in updating the list of establishments with those opened since 1986.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

**Method of classifying kinds of business**—Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

### COMPARABILITY OF THE 1982 AND 1987 CENSUSES

The 1982 and 1987 censuses were conducted under similar conditions and procedures except for the following:

**Classifications**—In 1982, classifications were based on the 1972 Standard Industrial Classification (SIC) Manual and its 1977 Supplement. For 1987, classifications are based on the 1987 SIC Manual.<sup>1</sup> There are major revisions to the SIC structure for 1987 which limit the comparability of data between the 1982 and 1987 censuses. The kinds of business involving the most significant changes for wholesale trade are within SIC major groups 501, 503, 504, 506, 508, 509, 513, 515, 516, and 519. These changes are described in detail in the "Kind-of-Business Classifications" section below and in appendix H.

It was not possible to retabulate 1982 data based on the revised 1987 classifications for comparative purposes since, in many cases, the necessary information was not available for assigning the new 1987 classifications to the 1982 records. However, 1987 census records were assigned both a 1987 and 1982 census classification. Census data for 1987 are presented based on the 1987 classifications for all geographic areas included in this publication (see "Geographic Areas Covered" in the Introduction). In addition, data for the United States and each State are presented for both 1987 and 1982 based on the 1972 classifications in tables 3 and 4 of this publication.

**Geographic areas**—The boundaries of a number of areas for which data are shown in the 1987 census are not the same as in the 1982 census because of annexations; other boundary changes; and redefinitions of previously defined standard metropolitan statistical areas (SMSA's) and standard consolidated statistical areas (SCSA's) into metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).<sup>2</sup>

**Establishments**—In 1982 and prior censuses, the count of establishments (defined below) represented the number

<sup>1</sup>Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

<sup>2</sup>Newly defined metropolitan statistical areas (MSA's) and also certain terminology changes were announced by the Office of Management and Budget (OMB) effective June 30, 1983. The previous term "standard metropolitan statistical area" was shortened to metropolitan statistical area. If an area has more than 1 million population and meets certain other specified requirements, it now is termed a "consolidated metropolitan statistical area" (CMSA) and consists of major components recognized as "primary metropolitan statistical areas" (PMSA's). Many of these PMSA's were formerly recognized as SMSA's and the majority were also included in standard consolidated statistical areas defined by OMB beginning in 1975, each of which consisted of two or more closely associated SMSA's. Metropolitan areas not included in CMSA's are designated simply as metropolitan statistical areas (MSA's).



in business at the end of the year. For 1987, the count of establishments in this publication represents those in business at any time during 1987.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the State as a whole is presented in appendix G.

## EXPLANATION OF TERMS

**Establishments**—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the wholesale trade report, Miscellaneous Subjects (WC87-S-4). Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments in this publication represents the number in business at any time during the year.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

**Firms**—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic censuses, the terms "firm" and "company" are synonymous.

**Sales**—Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

**Annual payroll**—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on form 941.

**First quarter payroll**—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1987.

**Paid employees for pay period including March 12**—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

**1987 and 1986 inventories**—Inventories consist of stocks of merchandise for sale at the end of 1987 and 1986. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1987 and 1986 inventories LIFO composition will be published in the 1987 Census of Wholesale Trade Miscellaneous Subjects report (WC87-S-4).



**Operating expenses**—Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold or income or excise taxes, or withdrawals by proprietors or partners of unincorporated businesses.

**Auxiliary establishments**— Each company included in the census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data in this report do not include auxiliary establishments. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

**KIND-OF-BUSINESS CLASSIFICATIONS**

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose or marketing their products.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1972 and 1987 SIC Manuals. Establishments were classified into 1972 SIC based kinds-of-business that were detailed enough to provide a direct conversion to a 1987 SIC based kind of business. Each establishment, therefore, has both a 1972 and a 1987 SIC based kind of business which greatly simplifies tabulations

of bridge tables and comparison tables in this publication. All other State tables and all substate geographic tables use the 1987 SIC based classifications.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1987 Census of Wholesale Trade report, Commodity Line Sales (WC87-S-3). Descriptions of the 1987 Census of Wholesale Trade kind-of-business classifications follow:

**Durable Goods  
(SIC Major Group 50)**

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

**Motor vehicles and motor vehicle parts and supplies (SIC 501)**

**Automobiles and other motor vehicles (SIC 5012)**—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

SIC 5012 is subdivided in some tables into—

1. Automobiles and motorcycles
2. Buses and recreational vehicles
3. Light trucks (14,000 lb or less)
4. Medium and heavy trucks (Over 14,000 lb)

**Motor vehicle supplies and new parts (SIC 5013)**—Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors



- a. Motor vehicle supplies and new parts—warehouse distributors (without machine shop).
- b. Motor vehicle supplies and new parts—warehouse distributors (with machine shop).
2. Motor vehicle supplies and new parts—jobbers
  - a. Motor vehicle supplies and new parts—jobbers (without machine shop).
  - b. Motor vehicle supplies and new parts—jobbers (with machine shop).
3. Petroleum products marketing equipment

**Tires and tubes (SIC 5014)**—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

**Motor vehicle parts, used (SIC 5015)**—Establishments primarily engaged in the distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

## **Furniture and homefurnishings (SIC 502)**

**Furniture (SIC 5021)**—Establishments primarily engaged in the wholesale distribution of furniture, including bed-springs, mattresses, and other household furniture; office furniture; and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

1. Household and lawn furniture.
2. Office and business furniture.

**Homefurnishings (SIC 5023)**—Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

SIC 5023 is subdivided in some tables into—

1. Household china, glassware, and crockery.
2. Linens, domestics, draperies and curtains.
3. Floor coverings.
4. Other homefurnishings.

## **Lumber and other construction materials (SIC 503)**

**Lumber, plywood, millwork and wood panels (SIC 5031)**—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

SIC 5031 is subdivided in some tables into—

1. Lumber—without yard.
2. Lumber—with yard.
3. Plywood, millwork, and wood panels

**Brick, Stone, and Related Construction Materials (SIC 5032)**—Establishments primarily engaged in the wholesale distribution of stone, cement, lime construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

**Roofing, Siding, and Insulation Materials (SIC 5033)**—Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

**Construction materials, n.e.c. (SIC 5039)**—Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

SIC 5039 is subdivided in some tables into—

1. Flat glass and other construction glass.
2. Other construction materials.

## **Professional and Commercial Equipment and Supplies (SIC 504)**

**Photographic equipment and supplies (SIC 5043)**—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.



**Office equipment (SIC 5044)**—Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry Group 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

**Computers and computer peripheral equipment and software (SIC 5045)**—Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently also may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).
2. Computer software (prepackaged, off-the-shelf).

**Commercial Equipment, n.e.c. (SIC 5046)**— Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

**Medical, dental, and hospital equipment and supplies (SIC 5047)**— Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment
2. Dental supplies

**Ophthalmic Goods (SIC 5048)**—Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

**Professional equipment and supplies, n.e.c. (SIC 5049)**—Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

## **Metals and minerals, except petroleum (SIC 505)**

**Metals service centers and offices (SIC 5051)**—Establishments primarily engaged in marketing semifinished metal products; except precious metals. Establishments in this industry may operate with warehouses (metals service centers) or without warehouses (metal sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and sales offices.
  - a. Ferrous metals service centers.
  - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and sales offices.

**Coal and other minerals and ores (SIC 5052)**—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetallic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

## **Electrical goods (SIC 506)**

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or



mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

**Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063)**—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

**Electrical appliances, television and radio sets (SIC 5064)**—Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household nonelectronic laundry equipment and refrigerators and freezers.

**Electronic parts and equipment, n.e.c. (SIC 5065)**—Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, and other household sound or video equipment are classified in Industry 5064.

### **Hardware, and plumbing and heating equipment and supplies (SIC 507)**

**Hardware (SIC 5072)**—Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

**Plumbing and heating equipment and supplies (hydronics) (SIC 5074)**—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

**Warm air heating and air-conditioning equipment and supplies (SIC 5075)**—Establishments primarily engaged in the wholesale distribution of warm air heating and air-conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air-conditioning equipment are classified in Construction, Industry 1711.

**Refrigeration equipment and supplies (SIC 5078)**—Establishments primarily engaged in the wholesale distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installation of refrigeration equipment from their own stock are classified in Construction, Industry 1711.

### **Machinery, equipment, and supplies (SIC 508)**

**Construction and mining (except petroleum) machinery and equipment (SIC 5082)**—Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

**Farm and garden machinery and equipment (SIC 5083)**—Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or the lawn or garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distributors.
3. Lawn and garden machinery and equipment.

**Industrial machinery and equipment (SIC 5084)**—Establishments primarily engaged in the wholesale distribution of industrial machinery and equipment, not elsewhere classified.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery, equipment, and parts.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery, equipment, and parts.
4. Materials handling equipment and parts.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.



6. Other industrial machinery, equipment, and parts. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, woodworking machinery, shoemaking machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette-making machinery, and similar special industry machinery.

**Industrial supplies (SIC 5085)**— Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission supplies.
3. Industrial valves and fittings.
4. Welding supplies.
5. Industrial containers and supplies.
6. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

**Service establishment equipment and supplies (SIC 5087)**—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, drycleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and drycleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

**Transportation equipment and supplies, except motor vehicles (SIC 5088)**—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.

3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

## Miscellaneous durable goods (SIC 509)

**Sporting and Recreational Goods and Supplies (SIC 5091)**—Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

**Toys and hobby goods and supplies (SIC 5092)**—Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

**Scrap and waste materials (SIC 5093)**—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in Industry 5015.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
  - a. Iron and steel scrap processors (using power processing equipment).
  - b. Iron and steel scrap dealers (not using power processing equipment).
2. Waste and secondary materials.

**Jewelry, watches, precious stones, and precious metals. (SIC 5094)**—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

**Durable goods, n.e.c. (SIC 5099)**—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.



3. General merchandise—durable.

4. Other durable goods.

### **Nondurable Goods (SIC Major Group 51)**

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

### **Paper and Paper Products (SIC 511)**

**Printing and writing paper (SIC 5111)**—Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

**Stationery and office supplies (SIC 5112)**—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

**Industrial and personal service paper (SIC 5113)**—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

### **Drugs, drugs proprietaries and druggists' sundries (SIC 512)**

**Drugs, drug proprietaries, and druggists' sundries (SIC 5122)**—Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line pharmaceuticals, cosmetics, and toiletries.

### **Apparel, piece goods, and notions (SIC 513)**

**Piece goods, notions, and other dry goods (SIC 5131)**—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.),

and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods
  - a. Piece goods-jobbers
  - b. Piece goods-converters
2. Notions and other dry goods

**Men's and boys' clothing and furnishings (SIC 5136)**—Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

**Women's, children's, and infants' clothing and accessories (SIC 5137)**—Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

**Footwear (SIC 5139)**—Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

### **Groceries and related products (SIC 514)**

**Groceries, general line (SIC 5141)**—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary group wholesalers.
2. Retail cooperative wholesalers.
3. Other general line wholesalers.

**Packaged frozen foods (SIC 5142)**—Establishments primarily engaged in the wholesale distribution of packaged quickfrozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

**Dairy products, Except Dried or Canned (SIC 5143)**—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry



does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

**Poultry and poultry products (SIC 5144)**— Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

**Confectionery (SIC 5145)**— Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

**Fish and seafoods (SIC 5146)**—Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

**Meats and meat products (SIC 5147)**—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

**Fresh fruits and vegetables (SIC 5148)**—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

**Groceries and related products, n.e.c. (SIC 5149)**—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

## **Farm-product raw materials (SIC 515)**

**Grain and field beans (SIC 5153)**—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

**Livestock (SIC 5154)**—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

**Farm-product raw materials, n.e.c. (SIC 5159)**—Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

## **Chemicals and allied products (SIC 516)**

**Plastics materials and basic forms and shapes (SIC 5162)**—Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

**Chemicals and allied products, n.e.c. (SIC 5169)**—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine.



Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

### **Petroleum and petroleum products (SIC 517)**

**Petroleum bulk stations and terminals (SIC 5171)**—Establishments primarily engaged in the wholesaling of crude petroleum and petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
  - a. Petroleum bulk stations, except LP
  - b. Petroleum bulk terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

**Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172)**—Establishments primarily engaged in the wholesale distribution of petroleum and petroleum products, except those with bulk liquid storage facilities. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale, but without bulk liquid storage facilities.

### **Beer, wine and distilled alcoholic beverages (SIC 518)**

**Beer and ale (SIC 5181)**—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

**Wine and distilled alcoholic beverages (SIC 5182)**—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled spirits—licensed operation.
2. Wine and distilled spirits—State operated.

### **Miscellaneous nondurable goods (SIC 519)**

**Farm supplies (SIC 5191)**—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and

other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

**Books, periodicals, and newspapers (SIC 5192)**—Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

**Flowers, nursery stock, and florists' supplies (SIC 5193)**—Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

**Tobacco and tobacco products (SIC 5194)**—Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

**Paints, varnishes, and supplies (SIC 5198)**—Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

**Nondurable goods, n.e.c. (SIC 5199)**—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise-nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

## **TYPE-OF-OPERATION CLASSIFICATIONS**

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:

**Merchant wholesalers**—Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

*Wholesale distributors and jobbers*—Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

*Importers*—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

*Exporters*—Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

*Terminal grain elevators*—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

*Country grain elevators*—Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

*Assemblers of farm products, except country grain elevators*—Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

**Manufacturers' sales branches and offices**—Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in

retail trade. Sales branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables, data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices do not carry stocks of merchandise for delivery to customers.

**Agents, brokers, and commission merchants**—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

*Auction companies*—Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

*Import agents*—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

*Export agents*—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

*Manufacturers' agents*—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

*Brokers (representing buyers or sellers)*—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

*Commission merchants*—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.





# APPENDIX B. General Questions



U.S. DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS

## 1987 CENSUS OF DISTRIBUTIVE TRADES

OMB APPROVAL NO. 0507-0628; EXPIRES 06/89

**NOTICE** — Response to this inquiry is required by law (title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

Please complete this form and RETURN TO

**BUREAU OF THE CENSUS**  
1201 East Tenth Street  
Jeffersonville, IN 47134

**DUE DATE: FEBRUARY 15, 1988**

If filing by the due date causes an undue burden, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

**NOTE** — Please read the accompanying instructions before answering the questions.

In correspondence pertaining to this report, please refer to this Census File Number (CFN)

Employer Identification (EI) Number

Please correct errors in name, address, and ZIP Code. ENTER street and number if not shown.

### Item 1 — EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification (EI) Number shown in the label the SAME as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 941?

- 094 ☐ YES  
2 ☐ NO — Enter current EI No. (9 digits)

### Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT

Answer items a, b, c, and d

**NOTE:** P.O. boxes or rural routes are not physical locations.

- a. ☐ Same as shown in mailing label. If different, indicate change.

NUMBER AND STREET

CITY, TOWN, VILLAGE, ETC.

STATE

ZIP CODE

- b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

- 095 ☐ YES  
2 ☐ NO  
3 ☐ No legal boundaries  
4 ☐ Don't know

- c. Type of municipality where physically located

- 098 ☐ City, village, or borough  
2 ☐ Town or township  
3 ☐ Other or don't know

- d. Name of county where physically located

### Item 3 — OPERATIONAL STATUS

Number of months

- a. How many months during 1987 did this firm or organization actively operate this establishment?

002

- b. Mark (X) the ONE box which best describes this establishment at the end of 1987.

- 001 ☐ In operation  
2 ☐ Temporarily or seasonally inactive  
3 ☐ Ceased operation — Give date  
4 ☐ Sold or leased to another operator — Give date at right AND enter name, etc., below

Month Day Year

NAME OF NEW OWNER OR OPERATOR

NUMBER AND STREET

CITY

STATE

ZIP CODE

### Item 4 — ORGANIZATIONAL STATUS — Mark (X) the ONE box which best describes this establishment during 1987.

- 003 ☐ Individual proprietorship  
2 ☐ Partnership  
3 ☐ Cooperative association (taxable)  
4 ☐ Cooperative association (tax-exempt)  
5 ☐ Governmental — Specify  
6 ☐ Corporation (Do not mark if any form of cooperative association.)  
7 ☐ Other — Specify

### Item 5 — INVENTORIES

- a. Did you have inventories at the end of 1986 or 1987?

- 110 ☐ YES — Complete the remainder of the item 2 ☐ NO — SKIP to item 6

- b. Are inventories of this establishment subject to the last-in, first-out (LIFO) method of valuation?

- 120 ☐ YES — Use the sum of the LIFO amount plus the LIFO reserve for items c and d(2) 2 ☐ NO — Complete only line c

	End of 1987			End of 1986		
	Mil.	Thou.	Dol.	Mil.	Thou.	Dol.
c. Total inventories	040			047		
d. LIFO users report the following for line (c):	121			121		
(1) Amount not subject to LIFO costing						
(2) Amount subject to LIFO costing (gross)	112			122		
e. Report the following applicable to line d(2):	113			123		
(1) Amount of the LIFO reserve						
(2) LIFO value of the line d(2) (net)	114			124		

**NOTE** — The sum of lines d(1), e(1), and e(2) should equal line c.

### HOW TO REPORT DOLLAR FIGURES

Value figures may be reported in dollars or rounded to thousands. Example: If a figure is \$1,125,028, report either

• **PREFERRED**  
Acceptable

Mil- lions (000)	Thou- sands (000)	Dol- lars (000)
1	125	
1	125	628

### Item 6 — DOLLAR VOLUME OF BUSINESS IN 1987

- a. Sales of merchandise and other operating receipts (including the gross selling value of business conducted for the account of others)

Mil.	Thou.	Dol.
010		

- b. Did this establishment sell merchandise for the account of others on a commission or brokerage basis?

1 <input type="checkbox"/> YES — Go to c		
2 <input type="checkbox"/> NO — SKIP to e		

- c. Gross selling value of business conducted on a commission or brokerage basis for the account of others (include in item 6a)

Mil.	Thou.	Dol.
101		

- d. Dollar volume of commissions or brokerage received on transactions reported in item 6c

Mil.	Thou.	Dol.
102		

**NOTE** — If this is the only establishment of this firm skip to item 7.

- e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States?

Percent	%
103	

- f. Dollar volume of transfers (billings) to other establishments within your company (DO NOT include in item 6a)

Mil.	Thou.	Dol.
106		

### Item 7 — PAYROLL AND EMPLOYMENT

- a. Payroll in 1987, before deductions

Mil.	Thou.	Dol.
030		

- (1) Total ANNUAL payroll

031		
-----	--	--

- b. Employment in 1987

Number
032

Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees)

### Item 8 — EMPLOYMENT BY PRINCIPAL ACTIVITY

Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1987.

- a. Selling

Number
130

- b. Sales support (including office and clerical, warehousing, drivers, maintenance employees)

131		
-----	--	--

- c. Central administrative and auxiliary

132		
-----	--	--

- d. Manufacturing

133		
-----	--	--

- e. Other — Specify

134		
-----	--	--

- f. TOTAL — Sum of lines a through e should equal item 7b

135		
-----	--	--

### Item 9 — OPERATING EXPENSES

TOTAL 1987 operating expenses, including payroll but excluding cost of goods sold and interest expenses.

Mil.	Thou.	Dol.
040		

### Item 10 — SALES BY CUSTOMER CLASSES

Report the approximate percentage of your 1987 sales (item 6a) to each of the customer classes listed.

Report in whole percents
140

- a. To farmers (for farm use)

141	
-----	--

- b. To builders and contractors

142	
-----	--

- c. Export sales

143	
-----	--

- d. To retailers and repair shops

144	
-----	--

- e. To wholesale establishments

145	
-----	--

- f. To household consumers and individual users

146	
-----	--

- g. To industrial users (manufacturing and mining)

147	
-----	--

- h. To institutional, commercial, and professional users

148	
-----	--

- i. To governmental bodies (federal, state, and local)

149	
-----	--

- j. TOTAL — Sum of lines a through i should add to 100% —> 100%

PENALTY FOR FAILURE TO REPORT

CONTINUE ON PAGE 2



**Item 11 — TYPE OF OPERATION**

Mark (X) the **ONE** box which best describes the basis on which the **MAJOR** portion of your business was conducted in 1987.

- a. Merchant (buying and selling on own account) 060
- (1) Importer ..... ☐ 12
- (2) Exporter ..... ☐ 13
- (3) Merchant ..... ☐ 11
- b. Manufacturers' sales branches and offices ..... ☐ 20
- c. Agent, broker, commission merchant
- (1) Auction company ..... ☐ 41
- (2) Broker (representing buyers or sellers) ..... ☐ 42
- (3) Commission merchant ..... ☐ 43
- (4) Import agent ..... ☐ 44
- (5) Export agent ..... ☐ 45
- (6) Manufacturers' agent ..... ☐ 46

**Item 12 — KIND OF BUSINESS**

Mark (X) the **ONE** box which best describes the **PRINCIPAL** kind of business of this establishment in 1987.

070

(Categories appropriate to individual form)

**Item 13 — COMMODITY LINES**

Report sales either in dollar figures (see example on page 1) or as a percent (in whole percents) of total sales (see example below). Report the fair sales value of merchandise marketed under capital, finance, or full payout leases and report the rental receipts derived in 1987 from merchandise under operating leases.

**HOW TO REPORT PERCENTS**

If figure is **38.76%** of total sales:

• Report whole percents —

Not acceptable —

	Mil.	Thou.	Dol.	Per-
				cent
				39
				38.76

Commodity lines

Cen-  
sus  
use

Estimated sales during 1987

	Mil.	Thou.	Dol.	Per-
				cent

(Categories appropriate to individual form)

**NOTE**

Answer item 14 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.

**Item 14 — OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION**

- a. Is this company owned or controlled by another company?

097 1 ☐ YES →  
2 ☐ NO

ENTER OWNING OR CONTROLLING COMPANY NAME, ADDRESS, AND ZIP CODE

EI No. (9 digits)

- b. Does this company own or control any other company or companies?

098 1 ☐ YES →  
2 ☐ NO

ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE

EI No. (9 digits)

- c. How many establishments were operated under the EI Number shown in the address label for as corrected in item 1) at the end of 1987? → 079 Number

If more than one, provide the physical location address and other information indicated below for each establishment. The headquarters location should be listed on line 1, followed by other locations. If book figures are not available, estimates are acceptable. Continue with same format on a separate sheet if necessary.

NAME, ADDRESS, AND ZIP CODE		1987	Mil.	Thou.	Dol.
1		Sales	081		
		Annual payroll	082		
	KIND-OF-BUSINESS DESCRIPTION				
TYPE OF OPERATION (Choose from Item 11)		Cen- sus use	088		
			089		
NAME, ADDRESS, AND ZIP CODE		1987	Mil.	Thou.	Dol.
2		Sales	081		
		Annual payroll	082		
	KIND-OF-BUSINESS DESCRIPTION				
TYPE OF OPERATION (Choose from Item 11)		Cen- sus use	088		
			089		

Please attach a separate sheet for any explanations that may be essential in understanding your reported data.

**REMARKS** — Please use this space for any explanations that may be essential in understanding your reported data.

**Item 15 — CERTIFICATION** — This report is substantially accurate and has been prepared in accordance with instructions.

Period covered by this report →	FROM: Mo. Year	TO: Mo. Year
Name of person to contact regarding this report — Print or type		
Telephone →	Area code	Number
Signature of authorized person		Extension
Date		

# APPENDIX C.

## Kind-of-Business Titles and Reporting-Form Numbers

[Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233]

1987 SIC code	Title	Standard form CB-	Short form CB-	1987 SIC code	Title	Standard form CB-	Short form CB-
	<b>DURABLE GOODS</b>				<b>DURABLE GOODS—Con.</b>		
501	Motor vehicles and motor vehicle parts and supplies:			509	Miscellaneous durable goods:		
5012	Automobiles and other motor vehicles .....	5012	5003	5091	Sporting and recreational goods and supplies .....	5041	5003
5013	Motor vehicle supplies and new parts .....	5013	5003	5092	Toys and hobby goods and supplies .....	5041	5003
5014	Tires and tubes .....	5013	5003	5093	Scrap and waste materials .....	5093	5003
5015	Motor vehicle parts, used .....	5013	5003	5094	Jewelry, watches, precious stones, and precious metals .....	5094	5003
				5099	Durable goods, n.e.c. ....	5099	5003
					<b>NONDURABLE GOODS</b>		
502	Furniture and homefurnishings:			511	Paper and paper products:		
5021	Furniture .....	5021	5001	5111	Printing and writing paper .....	5111	5102
5023	Homefurnishings .....	5021	5001	5112	Stationery and office supplies .....	5111	5102
				5113	Industrial and personal service paper .....	5111	5102
503	Lumber and other construction materials:			512	Drugs, drug proprietaries, and druggists' sundries:		
5031	Lumber, plywood, millwork, and wood panels .....	5031	5001	5122	Drugs, drug proprietaries, and druggists' sundries .....	5122	5102
5032	Brick, stone, and related construction materials .....	5031	5001				
5033	Roofing, siding, and insulation materials .....	5031	5001	513	Apparel, piece goods, and notions:		
5039	Construction materials, n.e.c. ....	5031	5001	5131	Piece goods, notions, and other dry goods .....	5133	5102
				5136	Men's and boys' clothing and furnishings .....	5136	5102
504	Professional and commercial equipment and supplies:			5137	Women's, children's and infants' clothing and accessories .....	5136	5102
5043	Photographic equipment and supplies .....	5041	5003	5139	Footwear .....	5136	5102
5044	Office equipment .....	5081	5002				
5045	Computers and computer peripheral equipment and software .....	5081	5002	514	Groceries and related products:		
5046	Commercial equipment, n.e.c. ....	5081	5002	5141	Groceries, general line .....	5141	5101
5047	Medical, dental, and hospital equipment and supplies .....	5086	5002	5142	Packaged frozen foods .....	5142	5101
5048	Ophthalmic goods .....	5086	5002	5143	Dairy products, except dried or canned .....	5143	5101
5049	Professional equipment and supplies, n.e.c. ....	5086	5002	5144	Poultry and poultry products .....	5144	5101
				5145	Confectionery .....	5145	5101
505	Metals and minerals, except petroleum:			5146	Fish and seafoods .....	5146	5101
5051	Metals service centers and offices .....	5051	5003	5147	Meats and meat products .....	5147	5101
5052	Coal and other minerals and ores .....	5052	5003	5148	Fresh fruits and vegetables .....	5148	5101
				5149	Groceries and related products, n.e.c. ....	5141	5101
				515	Farm-product raw materials:		
506	Electrical goods:			5153	Grain and field beans .....	5152	5103
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	5063	5001	5154	Livestock .....	5154	5103
				5159	Farm-product raw materials, n.e.c. ....	5152	5103
5064	Electrical appliances, television and radio sets .....	5063	5001	516	Chemicals and allied products:		
5065	Electronic parts and equipment, n.e.c. ....	5063	5001	5162	Plastics materials and basic forms and shapes .....	5161	5102
				5169	Chemicals and allied products, n.e.c. ....	5161	5102
507	Hardware, and plumbing and heating equipment and supplies:			517	Petroleum and petroleum products:		
5072	Hardware .....	5072	5001	5171	Petroleum bulk stations and terminals .....	5171	1NA
5074	Plumbing and heating equipment and supplies (hydronics) .....	5072	5001	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	5171	1NA
5075	Warm air heating and air-conditioning equipment and supplies .....	5072	5001				
5078	Refrigeration equipment and supplies .....	5072	5001	518	Beer, wine, and distilled alcoholic beverages:		
				5181	Beer and ale .....	5181	5103
				5182	Wine and distilled alcoholic beverages .....	5181	5103
508	Machinery, equipment, and supplies:			519	Miscellaneous nondurable goods:		
5082	Construction and mining (except petroleum) machinery and equipment .....	5082	5002	5191	Farm supplies .....	5191	5102
5083	Farm and garden machinery and equipment .....	5083	5002	5192	Books, periodicals, and newspapers .....	5199	5102
5084	Industrial machinery and equipment .....	5084	5002	5193	Flowers, nursery stock, and florists' supplies .....	5199	5102
5085	Industrial supplies .....	5085	5002	5194	Tobacco and tobacco products .....	5194	5102
5087	Service establishment equipment and supplies .....	5087	5002	5198	Paints, varnishes, and supplies .....	5198	5102
5088	Transportation equipment and supplies, except motor vehicles .....	5088	5002	5199	Nondurable goods, n.e.c. ....	5199	5102

<sup>1</sup>Petroleum wholesalers were all sent form CB-5171.





## **APPENDIX D. Metropolitan Statistical Areas**

[Titles and definitions shown for MSA's, PMSA's, and CMSA's are those established by the Office of Management and Budget, as of June 30, 1987]

### **MONTANA**

#### **Billings, MT MSA**

Yellowstone County, MT

#### **Great Falls, MT MSA**

Cascade County, MT





# APPENDIX E.

## Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987

[For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, see appendix A]

1987 SIC code	Kind of business	Percent of sales†—		1987 SIC code	Kind of business	Percent of sales†—	
		From administra- tive records¹	Estimated²			From administra- tive records¹	Estimated²
	Wholesale trade .....	0	0		Wholesale trade—Con.		
50	Durable goods .....	1	0	50	Durable goods—Con.		
501	Motor vehicles and motor vehicle parts and supplies .....	1	0	509	Miscellaneous durable goods .....	0	0
5012	Automobiles and other motor vehicles .....	1	1	5091	Sporting and recreational goods and supplies .....	0	0
5013	Motor vehicle supplies and new parts .....	0	0	5092	Toys and hobby goods and supplies .....	(D)	(D)
5014	Tires and tubes .....	0	0	5093	Scrap and waste materials .....	0	0
5015	Motor vehicle parts, used .....	2	1	5094	Jewelry, watches, precious stones, and precious metals .....	(D)	(D)
				5099	Durable goods, n.e.c. ....	4	0
502	Furniture and homefurnishings .....	0	0	51	Nondurable goods .....	0	0
5021	Furniture .....	0	0	511	Paper and paper products .....	0	0
5023	Homefurnishings .....	0	0	5111	Printing and writing paper .....	(D)	(D)
503	Lumber and other construction materials .....	0	0	5112	Stationery and office supplies .....	1	0
5031	Lumber, plywood, millwork, and wood panels .....	0	0	5113	Industrial and personal service paper .....	(D)	(D)
5032	Brick, stone, and related construction materials .....	0	0	512	Drugs, drug proprietaries, and druggists' sundries .....	0	0
5033	Roofing, siding, and insulation materials .....	0	1	5122	Drugs, drug proprietaries, and druggists' sundries .....	0	0
5039	Construction materials, n.e.c. ....	1	0	513	Apparel, piece goods, and notions .....	0	0
504	Professional and commercial equipment and supplies .....	0	0	5131	Piece goods, notions, and other dry goods .....	(D)	(D)
5043	Photographic equipment and supplies .....	0	0	5136	Men's and boys' clothing and furnishings .....	(D)	(D)
5044	Office equipment .....	0	1	5137	Women's, children's and infants' clothing and accessories .....	(D)	(D)
5045	Computers and computer peripheral equipment and software .....	0	0	5139	Footwear .....	(D)	(D)
5046	Commercial equipment, n.e.c. ....	(D)	(D)	514	Groceries and related products .....	0	0
5047	Medical, dental, and hospital equipment and supplies .....	1	1	5141	Groceries, general line .....	0	0
5048	Ophthalmic goods .....	(D)	(D)	5142	Packaged frozen foods .....	0	0
5049	Professional equipment and supplies, n.e.c. ....	1	0	5143	Dairy products, except dried or canned .....	1	0
505	Metals and minerals, except petroleum .....	0	0	5144	Poultry and poultry products .....	(D)	(D)
5051	Metals service centers and offices .....	0	0	5145	Confectionery .....	0	1
5052	Coal and other minerals and ores .....	0	0	5146	Fish and seafoods .....	(D)	(D)
506	Electrical goods .....	0	0	5147	Meats and meat products .....	0	0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	(D)	(D)	5148	Fresh fruits and vegetables .....	0	0
5064	Electrical appliances, television and radio sets .....	0	0	5149	Groceries and related products, n.e.c. ....	0	0
5065	Electronic parts and equipment, n.e.c. ....	(D)	(D)	515	Farm-product raw materials .....	0	0
507	Hardware, and plumbing and heating equipment and supplies .....	1	0	5153	Grain and field beans .....	0	0
5072	Hardware .....	(D)	(D)	5154	Livestock .....	0	0
5074	Plumbing and heating equipment and supplies (hydronics) .....	1	0	5159	Farm-product raw materials, n.e.c. ....	0	1
5075	Warm air heating and air-conditioning equipment and supplies .....	2	1	516	Chemicals and allied products .....	0	0
5078	Refrigeration equipment and supplies .....	(D)	(D)	5162	Plastics materials and basic forms and shapes .....	0	0
508	Machinery, equipment, and supplies .....	1	1	5169	Chemicals and allied products, n.e.c. ....	0	0
5082	Construction and mining (except petroleum) machinery and equipment .....	1	1	517	Petroleum and petroleum products .....	0	0
5083	Farm and garden machinery and equipment .....	2	0	5171	Petroleum bulk stations and terminals .....	0	0
5084	Industrial machinery and equipment .....	1	1	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	0	0
5085	Industrial supplies .....	0	0	518	Beer, wine, and distilled alcoholic beverages .....	1	1
5087	Service establishment equipment and supplies .....	2	0	5181	Beer and ale .....	1	1
5088	Transportation equipment and supplies, except motor vehicles .....	0	1	5182	Wine and distilled alcoholic beverages .....	1	1
				519	Miscellaneous nondurable goods .....	1	0
				5191	Farm supplies .....	0	0
				5192	Books, periodicals, and newspapers .....	1	0
				5193	Flowers, nursery stock, and florists' supplies .....	0	0
				5194	Tobacco and tobacco products .....	5	1
				5198	Paints, varnishes, and supplies .....	0	0
				5199	Nondurable goods, n.e.c. ....	2	1

† Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 69 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

¹Includes sales information obtained from administrative records of other Federal agencies.

²Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.



THE UNIVERSITY OF CHICAGO  
DEPARTMENT OF CHEMISTRY  
RECEIVED

ANALYSIS		CALCULATED	
Found		Calcd	
C, 68.5%		68.5%	
H, 5.2%		5.2%	
N, 26.3%		26.3%	
O, 9.0%		9.0%	
Cl, 0.0%		0.0%	
S, 0.0%		0.0%	
Br, 0.0%		0.0%	
I, 0.0%		0.0%	
Na, 0.0%		0.0%	
K, 0.0%		0.0%	
Ca, 0.0%		0.0%	
Mg, 0.0%		0.0%	
Fe, 0.0%		0.0%	
Cu, 0.0%		0.0%	
Zn, 0.0%		0.0%	
Al, 0.0%		0.0%	
Si, 0.0%		0.0%	
B, 0.0%		0.0%	
P, 0.0%		0.0%	
As, 0.0%		0.0%	
Sb, 0.0%		0.0%	
Sn, 0.0%		0.0%	
Pb, 0.0%		0.0%	
Li, 0.0%		0.0%	
Rb, 0.0%		0.0%	
Cs, 0.0%		0.0%	
Ag, 0.0%		0.0%	
Au, 0.0%		0.0%	
Co, 0.0%		0.0%	
Ni, 0.0%		0.0%	
Mn, 0.0%		0.0%	
Cr, 0.0%		0.0%	
V, 0.0%		0.0%	
Ti, 0.0%		0.0%	
Zr, 0.0%		0.0%	
Hf, 0.0%		0.0%	
Mo, 0.0%		0.0%	
W, 0.0%		0.0%	
Re, 0.0%		0.0%	
Os, 0.0%		0.0%	
Ir, 0.0%		0.0%	
Pt, 0.0%		0.0%	
Bi, 0.0%		0.0%	
Po, 0.0%		0.0%	
At, 0.0%		0.0%	
Ra, 0.0%		0.0%	
Ac, 0.0%		0.0%	
Th, 0.0%		0.0%	
Pa, 0.0%		0.0%	
U, 0.0%		0.0%	
Np, 0.0%		0.0%	
Pu, 0.0%		0.0%	
Am, 0.0%		0.0%	
Cm, 0.0%		0.0%	
Bk, 0.0%		0.0%	
Cf, 0.0%		0.0%	
Es, 0.0%		0.0%	
Fm, 0.0%		0.0%	
Md, 0.0%		0.0%	
No, 0.0%		0.0%	
Lr, 0.0%		0.0%	

## APPENDIX F. Geographic Notes

### MONTANA

**Butte-Silver Bow** comprises all of Silver Bow County, including the semi-independent city of Walkerville, which is not populous enough for separate tabulation.





# APPENDIX G.

## Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
		Wholesale trade .....	1 792	1 942	1 702	1 809
50		Durable goods .....	968	1 012	924	963
501		Motor vehicles and automotive parts and supplies .....	213	212	204	203
5012	5012	Automobiles and other motor vehicles .....	40	41	37	39
5013		Automotive parts and supplies .....	157	149	151	142
	5013	Motor vehicle supplies and new parts .....	146	146	140	139
	5015 pt.	Motor vehicle parts, used .....	11	3	11	3
5014	5014	Tires and tubes .....	16	22	16	22
502		Furniture and homefurnishings .....	21	17	21	17
5021	5021	Furniture .....	13	10	13	10
5023	5023	Homefurnishings .....	8	7	8	7
503		Lumber and other construction materials .....	86	87	80	82
5031	5031	Lumber, plywood, millwork, and wood panels .....	44	43	41	40
5039		Construction materials, n.e.c. ....	42	44	39	42
	5032	Brick, stone, and related construction materials .....	17	15	16	15
	5033	Roofing, siding, and insulation materials .....	7	7	6	7
	5039	Construction materials, n.e.c. ....	18	22	17	20
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	14	15	14	15
5041	5091	Sporting and recreational goods and supplies .....	11	10	11	10
5042	5092	Toys and hobby goods and supplies .....	3	3	3	3
5043	5043	Photographic equipment and supplies .....	-	2	-	2
505		Metals and minerals, except petroleum .....	25	31	25	29
5051	5051	Metals service centers and offices .....	25	30	25	28
5052	5052	Coal and other minerals and ores .....	-	1	-	1
506		Electrical goods .....	70	78	69	77
5063		Electrical apparatus and equipment, wiring supplies, and construction materials ..	41	45	41	45
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials ..	37	-	37	-
	5065 pt.	Electronic parts and equipment, n.e.c. ....	2	-	2	-
	5084 pt.	Industrial machinery and equipment .....	2	-	2	-
5064	5064	Electrical appliances, television and radio sets .....	9	18	8	17
5065	5065 pt.	Electronic parts and equipment, n.e.c. ....	20	15	20	15
507		Hardware, and plumbing and heating equipment and supplies .....	71	78	67	76
5072	5072	Hardware .....	17	17	17	17
5074	5074	Plumbing and heating equipment and supplies (hydronics) .....	31	41	28	40
5075	5075	Warm air heating and air-conditioning equipment and supplies .....	21	17	20	17
5078	5078	Refrigeration equipment and supplies .....	2	3	2	2
508		Machinery, equipment, and supplies .....	432	461	413	432
5081		Commercial machines and equipment .....	98	72	90	67
	5044	Office equipment .....	40	-	39	-
	5045	Computers and computer peripheral equipment and software .....	37	-	34	-
	5046	Commercial equipment, n.e.c. ....	21	14	17	13
5082	5082	Construction and mining (except petroleum) machinery and equipment .....	39	44	38	38
5083	5083	Farm and garden machinery and equipment .....	118	168	114	159
5084	5084 pt.	Industrial machinery and equipment .....	69	83	67	78
5085	5085	Industrial supplies .....	32	29	32	28
5086		Professional equipment and supplies .....	39	34	38	32
	5047	Medical, dental, and hospital equipment and supplies .....	17	12	17	11
	5048	Ophthalmic goods .....	8	7	7	6
	5049	Professional equipment and supplies, n.e.c. ....	14	15	14	15
5087	5087	Service establishment equipment and supplies .....	30	27	28	26
5088	5088	Transportation equipment and supplies, except motor vehicles .....	7	4	6	4
509		Miscellaneous durable goods .....	36	33	31	32
5093	5093	Scrap and waste materials .....	21	18	18	18
5094	5094	Jewelry, watches, precious stones, and precious metals .....	6	3	5	3
5099	5099 pt.	Durable goods, n.e.c. ....	9	12	8	11
51		Nondurable goods .....	824	930	778	846
511		Paper and paper products .....	42	41	41	37
5111	5111	Printing and writing paper .....	6	6	5	6
5112	5112	Stationery and office supplies .....	27	26	27	22
5113	5113	Industrial and personal service paper .....	9	9	9	9



[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
51		<b>Nondurable goods—Con.</b>				
512		Drugs, drug proprietaries, and druggists' sundries .....	9	10	9	10
5122	5122	Drugs, drug proprietaries, and druggists' sundries .....	9	10	9	10
513		Apparel, piece goods, and notions .....	7	6	6	6
5133	5131 pt.	Piece goods .....	1	1	—	1
5134	5131 pt.	Notions and other dry goods .....	—	2	—	2
5136	5136	Men's and boys' clothing and furnishings .....	2	1	2	1
5137	5137	Women's, children's, and infants' clothing and accessories .....	2	—	2	—
5139	5139	Footware .....	2	2	2	2
514		Groceries and related products .....	157	153	146	144
5141	5141	Groceries, general line .....	22	24	21	23
5142	5142	Packaged frozen foods .....	10	12	10	12
5143	5143	Dairy products, except dried or canned .....	35	36	30	33
5144	5144	Poultry and poultry products .....	2	4	2	4
5145	5145	Confectionery .....	6	5	5	5
5146	5146	Fish and seafoods .....	4	1	4	1
5147	5147	Meats and meat products .....	13	18	11	17
5148	5148	Fresh fruits and vegetables .....	14	12	13	12
5149	5149	Groceries and related products, n.e.c. ....	51	41	50	37
515		Farm-product raw materials .....	165	219	163	188
5152	5159 pt.	Cotton .....	—	—	—	—
5153	5153	Grain and field beans .....	131	184	130	156
5154	5154	Livestock .....	28	30	27	28
5159	5159 pt.	Farm-product raw materials, n.e.c. ....	6	5	6	4
516		Chemicals and allied products .....	28	32	27	32
5161		Chemicals and allied products .....	28	32	27	32
	5162	Plastics materials and basic forms and shapes .....	—	1	—	1
	5169	Chemicals and allied products, n.e.c. ....	28	31	27	31
517		Petroleum and petroleum products .....	164	243	150	214
5171	5171	Petroleum bulk stations and terminals .....	131	181	121	164
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	33	62	29	50
518		Beer, wine, and distilled alcoholic beverages .....	47	53	46	51
5181	5181	Beer and ale .....	42	49	41	47
5182	5182	Wine and distilled alcoholic beverages .....	5	4	5	4
519		Miscellaneous nondurable goods .....	205	173	190	164
5191	5191	Farm supplies .....	135	115	125	109
5194	5194	Tobacco and tobacco products .....	11	14	11	13
5198	5198	Paints, varnishes and supplies .....	13	11	13	11
5199		Nondurable goods, n.e.c. ....	46	33	41	31
	5099 pt.	Durable goods, n.e.c. ....	7	—	6	—
	5192	Books, periodicals, and newspapers .....	9	8	9	8
	5193	Flowers, nursery stock, and florists' supplies .....	10	4	10	4
	5199	Nondurable goods, n.e.c. ....	20	—	16	—

# APPENDIX H.

## Changes in Wholesale Trade Kind-of-Business Classifications for 1987

[Based on revisions to the Standard Industrial classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments]

1987 SIC (used for 1987 census reports)		1972 SIC (used for 1972, 1977, and 1982 census reports)	
Code	Title	Code	Title
5013	Motor vehicle supplies and new parts .....	5013 pt.	Automotive parts and supplies (except used)
5015	Motor vehicle parts, used .....	5013 pt. 5931 pt.	Used automotive parts, equipment and supplies (wholesale) Used automotive parts, equipment and supplies (retail)
5023	Homefurnishings <sup>1</sup> .....	5023	Home furnishings <sup>1</sup>
5032	Brick, stone, and related construction materials .....	5039	Construction materials, n.e.c.
5033	Roofing, siding, and insulation materials .....		
5039	Construction materials, n.e.c. ....		
5044	Office equipment .....	5081	Commercial machines and equipment
5045	Computers and computer peripheral equipment and software .....		
5046	Commercial equipment, n.e.c. ....		
5047	Medical, dental, and hospital equipment and supplies .....	5086	Professional equipment and supplies
5048	Ophthalmic goods .....		
5049	Professional equipment and supplies, n.e.c. ....		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	5063 pt.	Electrical apparatus and equipment, wiring supplies, and construction materials <sup>2</sup>
5065	Electronic parts and equipment, n.e.c. ....	5065 5063 pt.	Electronic parts and equipment Electrical apparatus and equipment, wiring supplies, and construction materials <sup>3</sup>
5082	Construction and mining (except petroleum) machinery and equipment <sup>1</sup> .....	5082	Construction and mining machinery and equipment
5084	Industrial machinery and equipment .....	5084 5063 pt.	Industrial machinery and equipment Electrical apparatus and equipment, wiring supplies and construction materials <sup>4</sup>
5091	Sporting and recreational goods and supplies <sup>1</sup> .....	5041	Sporting and recreational goods and supplies
5092	Toys and hobby goods and supplies <sup>1</sup> .....	5042	Toys and hobby goods and supplies
5094	Jewelry, watches, precious stones, and precious metals <sup>1</sup> .....	5094	Jewelry, watches, diamonds, and other precious stones <sup>1</sup>
5099	Durable goods, n.e.c. ....	5099 5199 pt.	Durable goods, n.e.c. Nondurable goods, n.e.c. <sup>5</sup>
5112	Stationery and office supplies <sup>1</sup> .....	5112	Stationery supplies <sup>1</sup>
5131	Piece goods, notions, and other dry goods .....	5133 5134	Piece goods (woven fabrics) Notions and other dry goods
5142	Packaged frozen foods <sup>1</sup> .....	5142	Frozen foods <sup>1</sup>
5143	Dairy products, except dried or canned <sup>1</sup> .....	5143	Dairy products <sup>1</sup>
5153	Grain and field beans <sup>1</sup> .....	5153	Grain <sup>1</sup>
5159	Farm-product raw materials, n.e.c. ....	5152 5159	Cotton Farm-product raw materials, n.e.c.
5162	Plastics materials and basic forms and shapes .....	5161	Chemicals and allied products
5169	Chemicals and allied products, n.e.c. ....		
5192	Books, periodicals, and newspapers .....	5199	Nondurable goods, n.e.c. <sup>6</sup>
5193	Flowers, nursery stock, and florists' supplies .....		
5199	Nondurable goods, n.e.c. ....		

<sup>1</sup>No change in content.

<sup>2</sup>Excluding electrical communications equipment now in SIC 5065 and electrical measuring and testing equipment now in SIC 5084.

<sup>3</sup>Electrical communications equipment part only, now in SIC 5065.

<sup>4</sup>Electrical measuring and testing equipment part only, now in SIC 5084.

<sup>5</sup>General merchandise, durable part only, now in SIC 5099.

<sup>6</sup>All of SIC 5199 except durable goods general merchandise wholesalers. In 1972, all general merchandise wholesalers were in SIC 5199, for 1987 general merchandise wholesalers selling primarily durable goods were moved to SIC 5099.



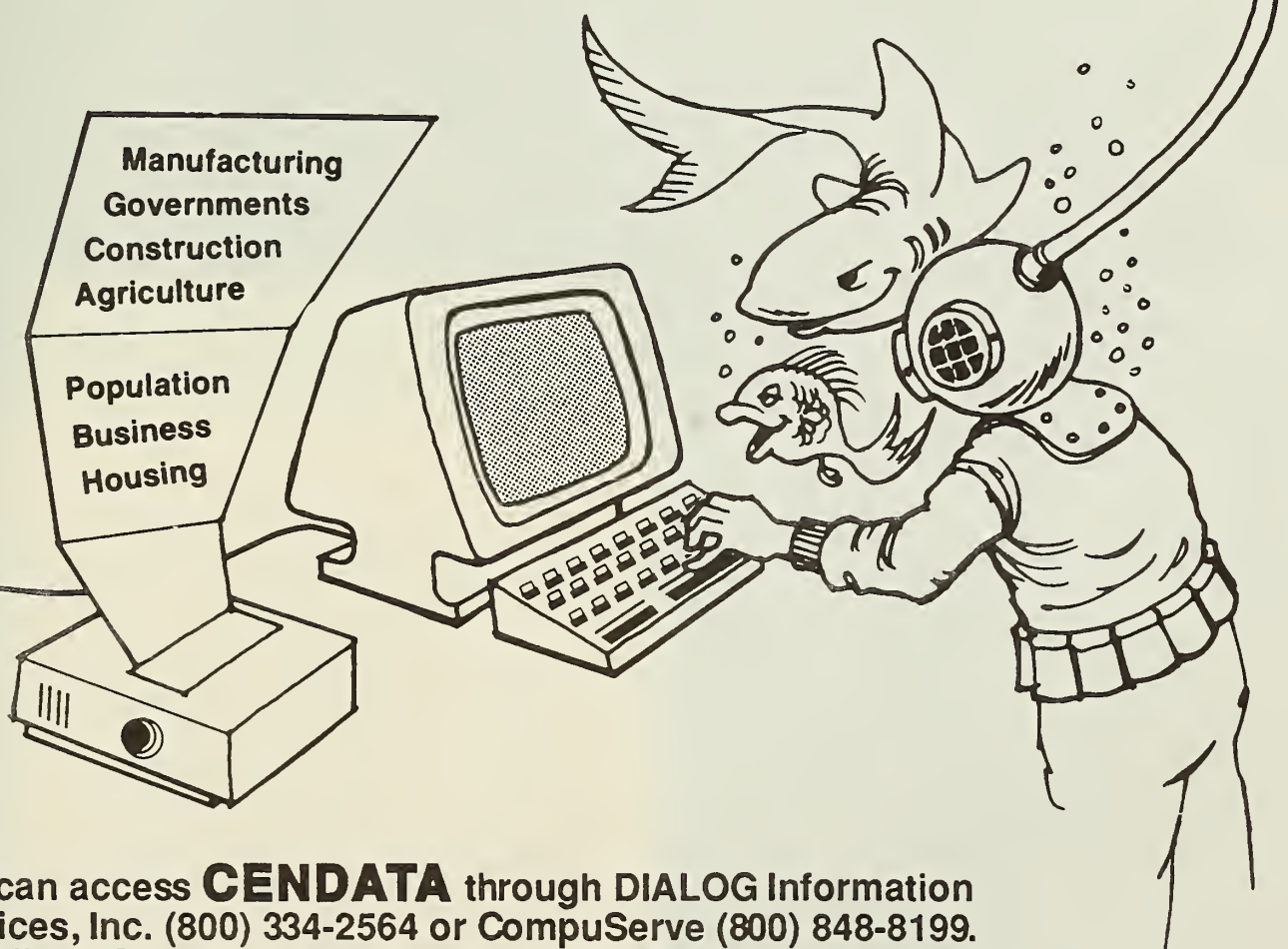


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# PUBLICATION PROGRAM

## 1987 CENSUS OF WHOLESALE TRADE

Publications of the 1987 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports.

### Final Reports

#### Geographic area series—52 reports (WC87-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories for all establishments with payroll. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MSA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1982 and 1987 also are shown by kind of business.

#### Subject series—4 reports (WC87-S-1 to 4)

The first report (WC87-S-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC87-S-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin,

value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC87-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC87-S-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

### Microfiche

Every final published report in the 1987 Census of Wholesale Trade will be available on microfiche.

### Public-Use Computer Tapes and Compact Discs

Selected data also are available on public-use computer tapes and compact discs-read only memory (CD-ROM). For the selected data, these tapes and discs will provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC87-S-3). Computerized data products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, DC 20233.

## OTHER ECONOMIC CENSUSES REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1987 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233.



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